

STEVE SOSKIN

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Objective: Pre/post technical sales support position in a dynamic company with leading-edge technology.

Accomplishments:

- 10 years of pre/post sales support and on-site client troubleshooting
- Trade-show presentation leader, technical seminar leader, workshop leader
- Experience in various aspects of training, created training curricula, created training video
- 20 years experience in Data Processing on mainframe, midrange, and PC platforms:
 - 7 years project/systems management
 - 6 years independent consulting
- Design, programming and implementation of various custom client/server, web database applications
- Winning combination of people skills and technical expertise

Hardware: Mainframe:IBM 3033, 308X, 309X, 370/168, 4341, PC(XT,AT,386,486, Pentium), Various boards (Video, Sound, CD-ROM, Motherboards)

Software: Visual Basic, HTML, XML, WIN98/WIN-NT, Internet/Intranet, COBOL(PC and Mainframe), SQL, Middleware, JavaScript, FORTRAN, Crystal Reports Pro, Windows for Workgroups, MS Access, ODBC, LAN's, XDB, OS/2, MicroFocus COBOL/2 Workbench, PC-IMS, and PC-CICS, Adabas, COM-LETE TP monitor, DB2, Oracle, SQL-Server, TSO, ISPF/PDF, Dialog Manager, VSAM, OS/MVS, MVS/XA, OS/JCL,Clists, VM/CMS, GAMMA, PC-DOS, Dbase, Clipper, Lotus 1-2-3, WordStar, DesignAid, IEW, and various CASE oriented software, a varied array of PC software.

Experience:

Information Builders, Inc.

9/96 - present

Pre-Sales Support Rep.

Give presentations to prospective clients, users groups. Set up local office intranet. Design demonstrations with primary focus on IBI internet/intranet products based on the EDA middleware architecture. Provide post-sales support as needed. Act as liaison between client and main support services in New York.

Independent Consultant

7/91 - 9/96

Interactive Information and Management Systems

- Planned, designed and implemented a Visual Basic / Access / Crystal Reports application for tracking and reporting facilities and move management.
- Converted software from DOS based character application using XDB database to client/server Windows based application using Visual Basic and Access 2.0.
- Involved in Q/A, usability study of new GUI/RAD software development tool in startup company.
- Designed, coded, implemented a network based Windows client/server system written in Visual Basic and MicroFocus COBOL. integrated the products as one cohesive system, installed in corporate offices worldwide. Managed two junior programmers on the project.
- In charge of the entire PC Development platform for a major project at Pacific Bell. Duties include hardware and software recommendations, standards and configuration; training Pacific Bell personnel in the use of Micro Focus and XDB, setting up a network environment (Ethernet broadband) utilizing both IBM LAN Server and OS/2 EE LAN Manager software as well as IBM DOS LAN Manager. Acted as network architect as well as network administrator.

MicroFocus, Inc.
Palo Alto, CA

3/88 to 5/91

- **Technical Marketing Manager**

Writing advertising copy for various Micro Focus products, attending trade shows, representing Micro Focus at industry-wide seminars, preparing demonstration kits for sales department, writing white papers on the various products, writing collateral material, wrote demo programs for IBM use and scripted a sales demo video for use by IBM. Taught a class at UC Berkeley Extension..."Mainframe Applications on the PC".

- **Senior Project Support Representative - Western Region**

Pre and post sales support and all on-site support. Gave sales and developer's seminars using Micro Focus products, training utilizing the products, identifying new areas in client locations for potential sales.

- **Senior Technical Support Specialist**

All technical support for the entire West Coast client base via telephone and on-site visits. Responsible for pre-sales demonstrations at client sites, post-sales follow-ups, and liaison with Beta test sites.

Interactive Information Systems, Inc.
San Francisco, CA

10/87 to 3/88

- **Independent Consultant**

Data processing and management productivity consultations at various client sites .

Tarkenton Software Inc.

3/84 to 9/87

KnowledgeWare, Inc.

Atlanta, GA

- **Senior Consultant/Project Engineer**

Responsible for various accounts in both a support and a programming/design role, writing proposals for prospective new accounts, installation of the software package, modifying and adding to internal procedures used by the software, and making enhancements and adding to the software package itself. Traveled throughout the U.S. with Fran Tarkenton giving seminars and demonstrating the software, general post-sales follow-ups and troubleshooting, international travel to client sites. designing user friendly input screens for a PC front end to COBOL Application Generator

Merrill Lynch

7/81 to 3/84

New York, NY

- **Systems Manager/Project Leader**

Started an internal PC consulting group within the Capital Markets area, management of three programmers working on both mainframe and microcomputer projects. Design of various projects, writing functional and detailed specifications, coding, testing, and debugging

Paine Webber Mitchell Hutchins **New York, NY**
Colgate Palmolive
Con Edison

1/80 to 7/81

7/79 to 1/80

6/78 to 7/79

- **Programmer Analyst**

Fortran and COBOL design, analysis, programming and maintenance, general trouble shooting Heavy JCL. Full responsibility for an on-line (TSO) Fortran system making numerous statistical analyses for prediction. Heavy interface with equity and debt trading research analysts.

Education:

- Certificate in Computer Programming
- MA (Psychology)
- BA (Psychology)

New York University
New School for Social Research
Long Island University

References: Furnished upon request

Portfolio of Websites

<http://www.renesch.com>

<http://www.bizquests.com>

<http://www.actionpajarovalley.org>

<http://www.thirdwatsonvillehs.org>

<http://www.awalters.com>