

A. Ted Schaefer

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Management Profile

Business Development, Group Manager, programmer with history of self-starting accomplishments, a business perspective and a unique skill set including sales and marketing, programming, Internet, database, general computing, computer aided design and knowledge of both machine design and AEC issues.

Objective

Hands-on manager of a group or group of accounts. Expand profitable business and serve customers in a friendly, professional, service oriented company that invests in its people.

Professional Experience

8/01 to 10/05

WD Partners

Columbus, OH

Company Description:

WD is an AEC firm with 500 employees and 8 offices both domestic and foreign. WD is primarily a site rollout specialist for chain-stores and restaurants. WD also has a large Civil group.

CAD Management and Programming

Automated site rollout drawings, saving 3 days in the Home Depot process. Created SQL integrated tools for Professional Seals, Change Bulletin Management and Meeting management. Organized rollouts of new AutoCAD versions. Conducted regular training and was editor of WD CAD Today. Guided creation of plot server solution.

1/99 to 9/01

Schaefer Enterprises & Associates

Granger, IN

Company Description:

Access DB, VB, AutoCAD and web development, Marketing, Sales Engineering Automation, training, mechanical design.

Consultant

Dana: Develop database to collect/analyze data from a \$750K axle tester. Develop the financial analysis database for the \$4 billion Light Axle Group. **Delco:** Reconstruct database with automatic input from Excel. **Compro:** Created contact manager using Outlook/Exchange. **InfoDepot:** Created marketing campaign, materials, website, signage for high office space.

92 to 99

Bosch Automation Technology

Buchanan, MI

Company Description:

Bosch AT produces and sells factory automation components, hydraulics, pneumatics and electronic controls.

Business Development Manager

Hired to create a program for FMSsoft CAD software, including software development, packaging, distributor programs, training, customer tracking, marketing, budget, hiring, outsourcing and cost reduction. In 1997, added responsibility for Internet development, managing sales leads, relational databases, and conversion of paper information to delivery by CD, Internet and FaxBack. Skills were often sought out for critical proposals.

- Exceeded all growth expectations for FMSsoft CAD program while maintaining minimum staff and reducing production and delivery costs by a factor of 10. Strong interdepartmental catalyst for electronic solutions and business process automation.
- Developed yearly business plans and objectives, ROI justifications. Responsible for FMSsoft programmer, secretary and managed \$200K per year in outsourcing.
- Americanized and rebuilt FMSsoft to increase productivity and lower support costs in the US. Extended software and collaborated with German developers on functional specifications, which included trips to Germany.
- Developed FMSsoft distributor programs, materials, training and conducted meetings. Created FMSsoft customer tracking system and strategic database.

Skills
Continued...

- Training, Writing, Public Speaking (see below)
 - Mathematics
 - Desktop publishing, and graphics software
 - In depth Microsoft Windows and MS Office products and development
 - Member of AutoCAD Developer Network since inception, about 8 years.
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Education

Denison University Granville, Ohio, Physics
Additional study at Oakridge National Laboratories (level II clearance)
Cleveland State University, Cleveland, OH: Real-estate and accounting
Tulsa Junior College, Tulsa, OK: Calculus and Computer Science
Tulsa University, Tulsa, OK: Strength of Materials
High School: Hawken School, Gates Mills, Ohio
Other: Seminars in sales, writing skills, computer products, Autodesk marketing and programming including .NET for 2006, simulation, advanced MS Access.

Associations

Engineering Society of Tulsa, Society of Automotive Engineers, Fluid Power Society of Tulsa (past President), National Computer Graphics Association, League for Engineering and Automation Productivity, DECUS, AutoCAD Users Group International.

Teaching

Tulsa Junior College 1986-90: Evening Faculty, advanced AutoCAD
Rogers State 1987-89, Claremore, Oklahoma, AutoCAD
Platt College: 1987: CAD
Oklahoma State University 1985-89: Drafting Program Advisor
Tulsa Junior College 1985-90: Drafting Program Advisor
Bosch Automation: Developed and conducted training courses for FMSsoft.
WD Partners: CAD_Zooks!, Training for new custom software and CAD versions.

Speaking

Computer Graphics, Small business, Hydraulics, Simulation

Writing

- The AutoCAD Productivity Book, the first advanced book for AutoCAD (90,000 copies sold)
 - Numerous articles for trade journals
 - Software manuals, Standards
 - Editor of WD's CAD Today
 - Advertising and brochures
 - Business writing including: Detailed business plans, RFQs, bid responses, statements-of-work, job descriptions, ROI justifications and legal.
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Web Sites

schaeferea.com - Ecommerce site for selling AutoCAD enhancements.
boschat.com and fmssoft.com - Bosch web sites for 3 divisions and 12 product lines.
info-depot.com - Marketing of the office space
sandmanproducts.com - Marketing of downdraft sanding stations.
sbttc.org - South Bend Table Tennis Club

Personal

Music, Piano, Snow Skiing, Racquetball, Reading, Travel, Surfing the web
