

JOHN SCHOFIELD

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INFORMATION TECHNOLOGY PROFESSIONAL with extensive experience in sales/marketing and training
Contributes to success as project manager, consultant, and strategic analyst/planner
Integrates knowledge of mainframe and distributed systems cultures, with emphasis on business issues
Exploits customer data center experience with large-scale procurement and conversion projects
Applies practical business sense and clarity to projects, makes order out of chaos
Wins customer confidence through empathy and understanding

PROFESSIONAL EXPERIENCE

STRATEGIC BUSINESS CONSULTANT AND PROJECT MANAGER 2000–Present

Consultant to Information Technology companies, improving the operation of their information and training functions. Contributed strong project management and strategic planning skills to rally team members around organization goals. Applied sharp analytical skills and effective communication skills to achieve results. Demonstrated ability to work independently and remotely as a telecommuter.

Aspect Communications (via PrO Unlimited), San Jose, CA – Stepped in for departing Education Operations Manager on short notice, stabilized the department, focused team on business goals, recruited a replacement, and managed projects to achieve quarterly objectives.

EMC Corporation, Legato Software Division, Nashua, NH – As Software Architect, researched and documented structure of complex applications for archiving electronic messages; developed technical reference manuals covering important previously-undocumented system features that are crucial to successful implementations in the largest financial customers.

Global Knowledge, Cary, NC – Assessed quality of course offerings and recommended additional content and market repositioning.

IT Resource Center, Chicago, IL – *Pro bono* consulting on business strategy, training, and web-based marketing; member of Board of Governors.

Legato Systems, Inc, Mountain View, CA – Managed project to outsource technical training function to a worldwide supplier of services, including contract negotiations, start-up, and transition to existing responsible departments.

AMDAHL CORPORATION, Rosemont, IL and Sunnyvale, CA 1986–2000

Consulting Systems Engineer, Education Services

Responsible for strategic and operations planning for the corporate training organization, its subsequent adaptation to changing client business requirements, and eventual direction to outsource to a leading commercial provider of Internet-based self-study training; reported directly to the Vice President of Amdahl Education. Initially recruited to teach technical courses, was subsequently responsible for managing a number of successful projects using contractors to create courses for the work force.

- Developed business model to create a consolidated corporate training organization, creating synergy and achieving economies
- Spearheaded the organization's competence in network-based training-on-demand systems, saving work force time and travel
- Identified the need for measure training effectiveness metrics, and brought in world-class outside supplier to provide consistent management feedback

AMDAHL CORPORATION, Consulting Systems Engineer, Education Services *(continued)*

- Managed creation of training modules: corporate strategy for workforce of 14,000; and financial and telecommunications industries knowledge for 100 sales managers
- Awarded Key Employee Bonus as highly respected internal consultant (1998–1999)

Consulting Systems Engineer, Open Systems

Introduced new line of servers and software to Amdahl's Open Enterprise Systems products: defined criteria for success, educated management on strategy and issues, interviewed and briefed customers in test sales campaigns, and articulated Amdahl's unique value proposition

- Made key business recommendations on product content and positioning
- Successfully introduced profitable hardware and software product line (and saved the company from introducing unsuitable alternatives)
- Received Director's Award for Extraordinary Performance (1994)

Regional and National Product Marketing Manager

Progressed through a number of innovative assignments in the sales organization at regional and national levels. As consultant and project manager, counseled key customers in planning and implementing conversions of mission-critical applications to Open Systems.

- Pioneered as first regional manager for Vector Processor products, and implemented sales program of mainframe-based file servers for supercomputer centers
- Started up National Business Marketing function for Science and Engineering customers
- Defined and implemented new pre- and post-sales support team for operating system product (Amdahl UTS); recruited and trained a new nationwide team of eight systems engineers in six months
- Exceeded sales quotas: 112%, 141%, 115%, and 310% (1989 through 1992 respectively)
- Received Northwest Region Excellence Award (1987)
Received award for Vision and Leadership from key customer (1992)

ARGONNE NATIONAL LABORATORY, Argonne, IL.....1976–1986

Director, Computing and Telecommunications Services; Associate Division Director;
Computer Scientist and Project Manager; Assistant Computer Scientist

DARTMOUTH COLLEGE, Hanover, NH.....1974–1976

Assistant Director for User Services, Kiewit Computation Center

BATES COLLEGE, Lewiston, ME1970–1974

Faculty Coordinator for Computing Service; Instructor, Department of Government

EDUCATION

M.B.A., **The University of Chicago**, Chicago, IL

M.A., **The Johns Hopkins University**, Baltimore, MD

A.B., **Kenyon College**, Gambier, OH

Certified EmailXtender and EmailXaminer Administrator, EMC Corporation. Legato Software Division

Certified Fibre Channel Storage Area Network Professional and Practitioner, Storage Networking Industry Association.