

TCHAD BLAIR

(Email me for address)
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FROM CONCEPT TO FUNCTION

Articulate, expressive web architect with proven success building creative and eye-catching interfaces utilizing software such as Flash, Dreamweaver, Photoshop, InDesign, and BBEdit; and coding languages such as PHP/MYSQL, JavaScript, and ASP. Possesses the unique ability to design sites, as well as code and develop them utilizing CSS table-less layouts and XHTML. Seeking a challenging senior level web design/development position with an opportunity to utilize and enhance my current skills.

Selected Strengths:

- Information Architecture
- Flash Design
- HTML Coding
- Adobe CS2/3
- Web Interface Design/Graphic Design
- Project Management
- CSS (Table-less Design)
- 508 Compliancy

EDUCATION

B.S. Northwestern University, Communication Studies, Evanston, IL 1997
MSIT in E-Business/MBA University of Maryland University College, Adelphi, MD est. completion 2010

PROFESSIONAL EXPERIENCE

Practical Strategies, Inc., Washington, DC *Director of Technology and Design*

2007-Present

Responsible for all web development and design for multiple clients of Practical Strategies

- Developed contest application for client's annual contest
- Regularly updated content using Flash, Dreamweaver, Photoshop, and Illustrator
- Full Redesigns of several client and internal sites

AMERICAN CHEMICAL SOCIETY (ACS), Washington, DC *Senior Web Design Manager*

2006-Present

Lead Web Developer/Designer for the web site of the magazine **Chemical & Engineering News**. (C&EN is The "news magazine of the chemical world" and is distributed to more than 160,000 ACS members.)

- Designed and developed entire redesign concept and information architecture for flagship website - including wire frames, typography, and taxonomy
- Regularly updated content using Flash, Dreamweaver, Photoshop, InDesign, and Illustrator
- Full Redesigns of several ACS/C&EN sub-sites

COMPUTER SCIENCES CORPORATION (CSC), Washington, DC *Web Developer*

2005-2006

Developed web sites and web site content as a sub-contractor for the Environmental Protection Agency (EPA), including 508 compliant development, general design and layout work, html/css development, layout and content management

- Developed web content using Flash, Dreamweaver, Fireworks, Photoshop, and Acrobat
- 508 Compliancy expert for all pdf documents
- Project Manager for 2nd largest contract of the EPA/CSC web services group
- Full Redesigns of several EPA intranet sites

THE 1NE DESIGN COMPANY, Washington, DC
Director of Web Development

2002-2005

Lead developer on various contracts including work for federal government agencies, congressional offices, entertainers, non-profit organizations, and corporate enterprises. Duties included creating internal and external websites using Macromedia Studio 8, Adobe CS2, CSS, javascript, ASP and PHP/SQL.

- Lead Designer on a Warner Brothers national recording artist website
- Lead Designer on a winning congressional campaign website
- Created Flash movies for nationally recognized non-profit organizations

AVENUS, LLC, Fort Washington, MD
Chief Technical Officer

2001-2002

Co-Founded Avenus, LLC, a consulting company specializing in connecting Fortune 1000 corporations with minority consulting firms and independent consultants

- Created complete sales and marketing strategy for acquiring business in the Fortune 1000 sector as well as a strategy for recruiting quality minority firms for the company's minority firm database
- Created internal and external web programs using VBScript, PHP, JavaScript, ASP, Flash, Dreamweaver, Photoshop, Illustrator and various Access and SQL databases

MASTERMIND TECHNOLOGIES, Washington, DC
Technical Sales Professional

2000-2001

Led sales expansion into new target market consisting of carrier class communications service providers

- Familiar with over 25 industry standard protocols including: VoIP, SS7, H.323, SIP, MGCP, MEGACO, G.711, G.723, IVR, ASR, TTS, VXML, IP Messaging
- Successfully sold application development software and turnkey solutions to various CLECs, ISPs, ASPs, and software integrators by research/investigation, cold calling, and sales forecasting

VALUECOMM CORP., Indianapolis, IN
Sales Manager (1999-2000)

1997-2000

Opened regional sales office and successfully managed 8 sales reps across the state in selling Ameritech voice, data, & usage products including T1, ISDN-PRI, FRAME RELAY, CENTREX, and POTS.

- Recognized for achieving *Ameritech's President's Club* status by being the #1 revenue producing sales manager in the state of Indiana for 1999 with over \$11.1 Million in new sales
- Managed sales force into acquiring over 1200 new customers.
- Personally sold over \$1.4 Million in new sales while managing the sales force
- Recruited and trained all new reps of the company, provided technical and financial problem resolutions for customers, conducting weekly motivational sales meetings

Area Account Consultant (1997-1998)

Successfully sold to medium and large businesses various Ameritech voice, data, & usage products in the Chicago area, including T1, ISDN-PRI, FRAME RELAY, CENTREX, and POTS.

- Recognized for achieving *Ameritech's President's Club* status by being in the top 100 salespeople (#36 out of over 1200) in the 5-state Ameritech region.
- Closed over \$2.2 Million in sales in 1998 and consistently met over 130% of quota
- Promoted to sales manager to open and run regional sales office in Indianapolis.
- 95% of sales through cold calling

HONORS/AWARDS/ACTIVITIES

- Outstanding Leadership for 1999 Award - ValueComm Corp
- 4-year varsity soccer letterman - Northwestern University, Big Ten Conference
- Graduated with Indiana Academic Honors and North Central H.S. Academic Honors Diplomas
- Active member of Kappa Alpha Psi Fraternity