

John M Campos

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~ **Operations Manager ~ Program Manager ~ Project Manager ~ Business Consultant ~**
~ **Marketing Consultant ~ Website Consultant ~**

~ **Professional Audio Engineer ~ Professional Drummer ~ Professional Photographer ~**
~ **Martial Arts Instructor ~**

Dynamic manager experienced in managing technology sales, operations, projects. Possess applied knowledge with wide area of business management and problem resolution. Operates well in strategic and tactical modes; passionate, affable, organized, and well-articulated. Communicates and adapts well with varying personality types and surroundings.

CORE COMPETENCIES

- Strategic Focus
 - Problem Solving
 - Marketing Strategies
 - Organized Approach
 - Project Management
 - Motivator
 - Systems Efficiencies
 - Operations Processes
 - Vendor Relationships
 - Budgeting/Forecasting
 - Channel Partnerships
 - Adaptable
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HIGHLIGHTED CAREER ACHIEVEMENTS

- **Operations Management** – As branch manager for Siemens Medical Informatics division; blew away revenue numbers by 120%. Bootstrapped private consultancy to a 10 year successful service organization; designed highly efficient and effective Service Help Desk, and effective Sales and Project Implementation Procedures.
- **Account Management** – Drove 30 recurring revenue technology service accounts within first 3 years growth with private consultancy firm.
- **Technology Relocation Projects/ Technology Implementation Projects** - Successfully managed projects within budget and schedule; network infrastructure, telephony systems, server systems, information systems implementation, cloud migrations, and website implementations
- **SFUSD “No Child Left Behind Program”** – Successful project implementation for three San Francisco school technology infrastructure development projects.
- **US Postal Service MCDC Scanner Project** – Site planning and technology implantation of USPS’s first pocket scanner program. Travelled Northern and Central California assessing, documenting, and planning technology implementations. Led team of 7 to implement, test, and turnover new devices.
- **Startups** - MetaLithic’s Hardware/Software bleeding edge technology project - designed help desk & QA process, modified audio circuit hardware, design software interface, perform tradeshow presentation all in the same quarter..

PROFESSIONAL EXPERIENCE

Independent Consultant Honolulu, HI **2012 – Present**

Business and Marketing Consultant

Strategic Advisor

- Business Mind Mapping and Planning, Marketing Planning and Services, Project Management
- Website design/build/hosting, Social Media Strategy & Services

Photographer – www.jc808photography.com

- Personal & Business, Products, Headshots, Group shots Location shots

PayPerCloud, Inc Folsom, CA (remote) **2011 – 2012**

Technology Services and Cloud based solutions

Account Manager

- Manage account transitions of DNi customer base
- Business development of partnership relations
- Rep Technical Services and Cloud Solutions

DNi Technology Solutions, Inc., San Ramon, CA **2002 – 2011**

Built and managed successful technology consulting firm

Pres/CEO

12/2002 to 2011

- Startup phase, expansion phase, and acquisition phases
- Built and led a staff of 14 FTEs through operations, technical support best practices, and sales/marketing
- Represented agency to clients; developed and recommended marketing programs; developed new accounts; reactivated dormant client relations, deepened and broadened C-level and long term relationships.

Principal Consultant

12/2002 to 12/2010

- Provide strategic technology consultation and solutions for new and existing clients

Technical Project Management

12/2002 to 07/2011

- Managed IS and IT technology implementations, migrations, relocations
- Focus in Microsoft Server/Desktop technologies, Cloud based services
- Systems integrations, MIS upgrades and migrations, Accounting systems upgrades/migrations

Sales & Marketing

12/2002 to 07/2011

- Brand and website development, pricing, and promotions
- Full sales cycle from proposals to contracts

Siemens Medical Corporation, Pleasanton, CA **1999 – 2002**

Experience in Enterprise Healthcare environments (Shared Medical Systems)

Project Manager II

02/1999 to 08/1999

- Technical Project Management – Hospital IS, MIS, IT, Integration Deployments

Regional Field Manager

08/1999 to 03/2000

- Managed 15 FTE in IT and IS Services focused in Healthcare Business Systems
- Drove billable revenues to record high
- Attained high level of customer satisfaction

Strategic Technology Sales

03/2000 to 06/2002

- Technology overlay representative of Account Executives
- Technology presentations, seminars, meetings, proposal/contract writing
- Attained favorable sales amidst rapidly declined industry technology spending

Project Manager III

06/2002 to 12/2002

- Technical Project Management – Hospital Systems Deployments
 - Microsoft Server, Citrix, Unix, PC rollouts
 - Information Systems, Integration, Information Technology
 - HIPAA Compliance discussions and verifications
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PRIOR PROFESSIONAL EXPERIENCE

JH Bryant, Hayward CA

1997 – 1999

Project Manager

- Data/Voice infrastructure quotations/proposals
- Project Management of large scale implementation projects
- Work with local permit and regulatory compliance
- Managed several “No Child Left Behind” infrastructure projects in San Francisco
- Managed USPS’ “Field Scanner” implementation project for Northern California

Metalithic System, Inc., Sausalito, CA

1995 – 2001

Varying roles and capacities with cutting edge technology firm in the Super Computer arena

Starbridge Systems, Inc., Salt Lake City, UT Aide with startup planning phase for

Help Desk Manager /QOS Project Manager

- Built Help Desk Management System
- Interface with QA on services feedback
- Feature/bug software project management
- Attained high level of customer satisfaction and responsiveness

Marketing / Trade Shows

- Schedules and setup Music trade events; NAMM, AES
- Actively market and represent products at trade events

Independent Consultant, Bay Area CA

1987 – 1995

Principal Consultant - IBM Systems 36/38/AS400, PC/PC Networks, Data/Voice

XL DataComp, Inc., Redwood City, CA

1986 - 1987

SR Field Engineer - IBM Systems 36/38/AS400

Bell Atlantic, Inc., San Leandro, CA

1984 – 1986

Field Product Specialist - IBM System 36, 38

DP Enterprises., San Leandro, CA

1982 – 1984

Field Engineer - IBM Unit Record, PC/XT/LAN, System 32, 34, 36

EDUCATION

US Air Force Basic Electronics, Navigation Systems, Computer Monitoring Systems
IBM Unit Record Equipment, IBM Systems 32, 36, IBM PC/XT/ Desktops
Arcserve, Ethernet Networks, IBM Systems 38, AS/400
Microsoft Servers; NT, 2000, 2003, 2008
Presentations & Public Speaking – Siemens Medical
Project Management Essentials – Siemens Medical
Microsoft SBS 2003; Exchange, AD,
PMI PMP – V4 Certification In Progress

ASSOCIATIONS

Lao Freedom Ride Bicycle Foundation – Nourish Laos' Children – Hand in Hand
Youth Homes Organization, St Judes for Children
US Tae Kwon Do Association
Danville Chamber of Commerce & San Ramon Chamber of Commerce
BNI, B2B Marketing Group, G2B Marketing Group
ASCII Group ConnectWise MIS Group Kaseya Managed Services Group
PMI Member / Honolulu Local Chapter

REFERENCES

Professional

Kent Gilson – MetaLithic Systems, Starbridge Systems (Pres/CEO) (801) 803-8108

Todd Beakey – Rspeed Inc (Pres/CEO) (925) 218-3577

Rob Herman – Microsoft / Polycom (206) 552-6185

Ed Noon – Noon International (Pre/CEO) (925) 323-9143

Pat Minnehan – Siemens Medical Corp (prior Manager) (949) 300-9562

Personal

Grandmaster Alan Sim – (415) 640-3344
Grandmaster William Lam - (510) 381-2148
Grandmaster Gini Lau - (510) 282-2829
Grandmaster Eric Lee - (323) 851-9112

INTERESTS & OTHER SKILLS

Music Producer/Engineer (Studio & FOH), Producing, Songwriting, Arranging, Drums/Percussion
Video Production: Storyboarding, videography, audio & sound recording/editing
Martial Arts Instructor: 4th dan Tae Kwon Do
Photography & Videography
Golf – Golf Swing Coach
Charities NPO's
