

LLOYD JOHNSON

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SENIOR PROJECT MANAGER

I am a self-motivated, visionary professional with 15 years of experience in managing projects in the fields of technology, software, training and manufacturing. I'm a confident, articulate communicator offering high-caliber presentation, negotiation and closing skills.

- Experienced and innovative with sophisticated business administration skills.
- High personal integrity.
- Highly confident and persuasive team-builder, able to motivate and communicate to achieve exceptional business performance.
- Dependable and reliable and a true believer in the power of a team effort.
- Flexible approach to the mutually beneficial achievement of business plans and personal goals of staff, suppliers and customers.

PROFESSIONAL EXPERIENCE

President and CEO, 2006 – Present
Mainpine, Inc. – Wilsonville, Oregon

Mainpine has manufactured and sold fax and data modems since 1997 from its U.K. based offices. The company never achieved the kind of success promised to their shareholders and subsequently fell deeply into debt. I was hired to turn the company around. I opened an office in the US which has now become the corporate headquarters. I installed voice and data networks, created a new e-Commerce website, implemented a new accounting system and restructured the sales and marketing departments.

The company rebounded from near insolvency to a company whose future is bright. Based on the strength of our current sales and a product line which I helped design and create, the company is now for sale and will be sold from a position of strength and market leadership.

Selected Contributions:

- ✓ Immediately raised prices and reduced customer discounts
- ✓ Current 2007 YTD sales are up 80.2% over 2006 same period sales
- ✓ YTD Gross Profit Margin increased from 54.7% in 2006 to 71.4% 2007
- ✓ YTD Net Profit increased from a net loss of \$125,327 to a net profit of \$136,882
- ✓ Reseller base increased from 58 in 2006 to 167 in 2007
- ✓ Our amazing turnaround was accomplished with no marketing budget and no new products.
- ✓ During this phenomenal growth period, YTD total expenses in 2007 were identical to 2006.

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*Professional Experience Continued***Senior Project Manager, 2005 – 2006**

500LB Marketing Solutions, Inc. – Portland, Oregon

I successfully completed two 6-month contracts as a Senior Program Manager. The first client was Providence Medical Foundations where it was my job to make recommendations for modifying their websites for Search Engine Optimization (SEO). This position required extensive meetings with stakeholders from their brain, cancer, heart and children's centers. The next step was to train this group in the art of writing content that satisfies the requirements of Search Engine Optimization. I then worked with creative writers so that the new web content conveyed the desired message while meeting SEO requirements.

The second client was Walt Disney. I was tasked with creating an online testing environment for Disney employees. As Senior Project Manager, I designed an extensive Macromedia Flash user interface that used web services to extract images from a SQL database and display them as part of a multiple choice test. The interactive nature of the test was to be informative and entertaining, while evaluating the understanding of the content. The results of the test were posted in a user database and summarized for management.

Selected Contributions:

- ✓ Coordinated the efforts of internal and external employees
- ✓ Provided management for multiple disciplines including creative writers, programmers, user interface professionals, non-technical managers and finance managers
- ✓ Extensive training and presentations were required to gain consensus and educate end users
- ✓ Extensive use of Microsoft Word, Project, PowerPoint and Excel was required

Vice President, 2003 – 2005

FaxBack, Inc. – Tigard, Oregon

As a professional in the communications industry, my role was to assess the business and identify the inhibitors that had kept the company from growing at a more favorable rate. In this Project Management role, I collected competitive information such as pricing and software features and created a blueprint for what was to become the most significant upgrade to the company's software in over five years.

Selected Contributions:

- ✓ Created a 230-page user manual in Microsoft Word fully based on Styles and Themes. Advance techniques of Interactive Table of Contents, Table of Figures, and a Cross-Referenced Index were used so that changes to content could be accomplished with a minimum of effort.
- ✓ Conducted real-time webinars to support sales activities and online training for resale partners.
- ✓ Created a web-based testing site for certification of new resellers.
- ✓ Created strategic alliances with Hewlett-Packard, Xerox, Cisco, IBM and Microsoft
- ✓ Provided ongoing support for the company's Federal Government Contract including the world's largest Fax-On-Demand system which was installed at the Internal Revenue System.

Senior Project Manager – Corporate Standards, 2001 – 2002

Freightliner – Portland, Oregon

Fulfilled a one-year contract for Freightliner in which I was the Project Manager for Technical Corporate Standards. In this role, I developed and managed the process of determining what hardware and software was to become the standards for Freightliner employees. This involved meeting with vendors such as IBM, Compaq, Dell, HP and Microsoft to review their hardware and software offerings and select those which best suited Freightliner. Position required frequent reviews with senior management where professional presentations were expected.

Selected Contributions:

- ✓ Oversaw the deployment of a company-wide virus protection environment where software clients were pushed to 1100 desktops using Microsoft SMS which could then be centrally managed and upgraded.
- ✓ Was asked to be a guest member at monthly Technology Review Board (contractors could not be members).

Founder and President, 1990 – 2000

CommercePath, Inc. – Portland, Oregon

Started company and designed all software for this fax server company. Under my leadership, the company grew to 104 employees with annual sales of \$18MM per year. I sold the company to AVT Corp. of Bellevue, WA in 1998 where I remained as Vice President of Business Development.

Selected Contribution:

- ✓ Created a Government Sales department and was responsible for contracts with 10 different states and several Departments of the US Government.
- ✓ Software won the Best Production Fax Server international award for five consecutive years.
- ✓ CommercePath was in Oregon's Fast Fifty (fastest growing companies in Oregon) three consecutive years
- ✓ Created a dynamic, professional workplace where hard work and fun went hand-in-hand

Software Expertise:

- ✓ Microsoft: Office, SQL Server, CRM, Source Safe, Visual Studio, FrontPage, others
- ✓ Adobe: Photoshop, Illustrator, After Effects, Premier, Encore, Audition
- ✓ Macromedia: Flash, Dreamweaver, Fireworks
- ✓ Audio Software: Cakewalk Sonar, Sony Acid, others

Hobbies:

- ✓ I am a guest speaker at seminars around the country where I discuss Technology in Woodworking and Woodturning
- ✓ Author of three software applications for artisans that have become worldwide best sellers
- ✓ Nationally recognized for my Woodworking and Woodturning skills

EDUCATION & CREDENTIALS

Professional Experience Continued

Bachelor of Business Administration, 1974 • Pacific Lutheran University – Tacoma, Washington