

WAYNE B. NORRIS

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OBJECTIVE: WORK IN SALES WITH INCREASING RESPONSIBILITY.

SUMMARY

In my career over the last 16 years I have sold substantially more than \$15 million worth of technical products and services, including one contract of \$7.5 million and a total of 3 in excess of \$1 million.

In this time, I have prospected thousands of leads, made more than 300 in-depth sales presentations all over the US, submitted over 250 written sales proposals, and have closed more than 50 large contracts and numerous smaller ones.

I have managed company trade show appearances on 12 occasions, conducted dozens of technology demonstrations, and coordinated numerous technology and product seminars.

INDUSTRY EXPERIENCE:

- Aerospace
- Software
- Retail / POS / Restaurant
- Defense
- Dot-Com
- Biomedical
- Telephony
- Stocks
- Environmental
- E-Cash
- International
- Outsourcing
- Consulting Services
- Oil & Gas
- Airline Security

EMPLOYMENT HISTORY

Sales & Marketing Consultant, Several Startup Firms, 2002

I currently work with several small firms in varying stages of seed round financing and reverse merger. I provide sales, marketing, accounting, and management consulting, technical consulting, business plan development, and promotional assistance. The firms are in the local telephone service, medical imaging, electronic cash, and nuclear waste management sectors.

Acting Controller, Chief Financial Officer, The Total Link, 2002

The Total Link is a telecommunications reseller in the Competitive Local Exchange Carrier [CLEC] industry in the Bell South area. My work includes financial analysis and preparation of telephone tariffs for regulatory agencies the States and for the FCC.

Senior Program Manager, 3DstockCharts.com, 2000 - 2001

3DstockCharts.com produces real-time 3-D displays of full-book bid/asked prices for stocks on the major Electronic Communication Networks [ECNs]. The site is used by stock traders worldwide.

I was responsible for sales and marketing strategy, project and engineering management, and determining product and engineering content. I was also responsible for identification of patentable technologies, and I identified and prepared four utility patent applications.

Research & Development Manager, Biopac Systems, Inc., Goleta, CA, 1999 - 2000

Biopac Systems manufactures a line of medical instruments for research and education. Biopac equipment includes equipment to monitor and record over 40 electrophysiologic channels including heartbeat, EEG, EKG, EMG, plethysmograph, and numerous others.

My responsibilities included management of the newest release of the core product. I managed a group of 11 engineers developing software and hardware, including three working remotely.

Vice President, Emulation Systems, Inc., Santa Maria, CA, 1998

Emulation Systems, Inc. built aircraft and truck simulators for use in the US Government, civilian training, and entertainment industries. Our products included FAA certificated simulators for Cessna 172 and 182 aircraft, plus realistic simulators for the F-18, Cessna 210, and Beech 19 series of aircraft, the Hughes 500 series helicopters, as well as truck-mounted spray-boom applicators.

My responsibilities included sales and marketing, including technology licensing. I also managed Engineering, R&D, Manufacturing, and Customer Support, and performed extensive reviews of the C code, mathematical algorithms, and physics models.

Vice President, Science & Technology, Chief Technology Officer, Typhoon Technologies, Inc. and Typhoon Software, Inc., Santa Barbara, CA, 1992 - 1997

I managed 80 people, including 55 computer scientists and managers located in St. Petersburg, Russia, Santa Barbara, and Agana, Guam. We performed 57 projects for 41 U.S. customers over a 5½ year period, including 7 Fortune 500 companies.

I personally marketed and sold every original project Typhoon ever produced, and assumed primary management responsibility for all of them. I was in charge of our company's trade show presence and staff at 7 COMDEX shows and personally met with 300 potential customers, successfully closing 41, including Xerox Corporation, IBM, Corel, Novell, Harris Corporation [\$2 million contract], Honeywell, Bank of America, Cougar Mountain Software, the Government of Guam [\$7½ million contract], and the Bank of Guam.

Director of Federal Systems Division, ExperTelligence, Inc., Santa Barbara, CA, 1990 - 1991

I sold [\$1 million] and managed the largest object-oriented hypertext software development project ever undertaken for the US Government, Dynamic Documents™, for a customer in the National Security community. We delivered a prototype, and then I negotiated a multi-million-dollar follow-on contract for the next several years. My responsibilities included project management, budgeting, scheduling, Government reporting, security management, and technical management.

Member of Technical Staff, General Research Corporation, Santa Barbara, CA, 1986 - 1989

- Founder and manager of the Robotic Software Department at a GRC subsidiary, Semifab, Inc.
- Proposal manager of multiple projects within the National Security community.
- Marketing, especially to the Defense and National Security communities. I conducted seminars in new research findings for potential customers throughout the U.S., and coordinated numerous marketing programs.
- Physics research

TECHNICAL EXPERIENCE SUMMARY

Research and applied physics and engineering in numerous areas, including electromagnetic scattering, photonics, crystal growth, infrared devices, radar, air and water quality, aerodynamics, and mechanics.

EDUCATION

University of California, Santa Barbara: B.A. Physics

Santa Barbara City College: Financial and Managerial Accounting courses leading to designation as a CPA [I plan to sit for the CPA exam in September 2003]

Microsoft Certified Professional [MCP] designation

University of Texas, Austin: Professional Certificate, HAZOPS and Risk and Management

Defense Department Industrial Security Institute, Honolulu, HI: Security Management Certificate

UCSB: Post-graduate work in Advanced Mathematics and Physics, Human Factors, and Ergonomics