

1993

## Guy Simonian

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203-523-7347



### Objective:

A **Sales Opportunity** for Software, Networking, and Systems related Products and Services.

### Experience:

#### ***Digital Equipment Corporation 1985-present***

Developed, delivered, and presented proposals and presentations to close sales for Information systems based solutions, CIM, Concurrent Engineering, LAN based OA Workflow, OLTP, Network Configuration, Tuning, and Maintenance, Object Oriented Software Engineering Environments including 'hands-on' delivery of these Solutions.

CASE (computer aided software engineering) Partner, chartered with setting strategic directions for the corporation and disclosing strategies in this technology to Digital's customers. Organized symposium to market Digital and partner vendor's CASE products and services.

Contributed significantly to a sales district with annual revenues consistently in excess of \$100 million, personally involved with multi-million dollar efforts at companies like Aetna, ITT/Hartford, United Technologies, and the NASDAQ exchange.

Project leader in a team that delivered a customized Executive Information System to the office of the President of a major insurance company.

Participated in cross functional teams responsible for architecting solutions for complex systems design. Wrote RFI, RFP, RFQ responses, delivered presentations, ran benchmarks, and constructed prototype systems.

***Digital Matrix Corporation Hartford, Conn. 1982-1984*** -Dot matrix Printer sales.

***Charles T. Main Engineering Consultants Boston, Mass. 1979-1980*** -Programmer.

### Education:

While at Digital: Sales competency, Advanced presentation skills, Effective communications, Negotiation skills Dale Carnegie, Project management, Networks, Software development.

Master of Science Electrical Engineering, Rensselaer Polytechnic Institute, 1982

Bachelor of Science in Engineering, Tufts University