

Mr. Brad Halfacre

8 Green Court • Palmyra, Virginia 22963
Home (434) 589-1536 • Cell (434) 960-2440

Email • brad@bradhalfacre.com
LinkedIn • www.linkedin.com/in/bradhalfacre

PROFESSIONAL SUMMARY

Computer and software technology generalist with five years experience in the information technology and software development industry selling, managing, and developing business solutions using IT.

Possessing a wide and varying range of technology skills, I can cover many bases. I am someone who is equally adept and comfortable at web design, administering a database, troubleshooting an Exchange issue, or setting up a local area network.

I am experienced in windows systems administration, database administration and development, web design and development, with particular expertise in technical sales and support, IT recruiting, and project management.

I have a demonstrated ability to rapidly acquire technical skills and knowledge to get the job done. I am a competent problem solver who comprehends both the business and technical sides of a problem.

TECHNICAL SKILLS OVERVIEW

Operating Systems:

Windows 9X/ME/2000/XP/Vista,
Windows Server 2000 and 2003

Networking/Protocols:

TCP/IP, LAN/WAN, DNS, DHCP,
POP3, SMTP, FTP, Ethernet

Domain Management:

SBS 2003, Exchange 2003, Active Directory, DNS/Domain Management, MS SharePoint (all in small business environment), IIS 6.0

Web Development:

ASP.NET 1.1 & 2.0, HTML, CSS, & JavaScript

WORK HISTORY

Transeo Technologies Palmyra, VA, USA 4/2009 - Present **Owner/Operator**

Transeo Technologies is a technology services company focused on small businesses providing technology solutions such as web design and development, and managed services such as database design and administration, systems administration, and resource staffing.

As the sole employee of Transeo, I have utilized my various skills to provide IT solutions to various clients by aligning technology with their corporate strategies and business drivers.

Vivus Software Inc., Palmyra, VA, USA 10/2004 – 4/2009

At Vivus I was all things IT. My responsibilities included the health of Vivus' IT infrastructure, sales, recruiting, technical support, developer support, web design, database development and administration, and systems administration.

Recruiting & Marketing Director

Instrumental in turning the newly formed Staff Augmentation and Recruiting Division into a viable income generator which contributed to more than 55% of the company's overall revenue.

Worked with corporate IT executives facilitating and managing contractor resources both on-site and off-site covering the full spectrum of software development including all areas of full-cycle recruiting, passive candidate sourcing, behavioral interviewing, negotiation, and closing of candidates for direct hire placements.

Shaped the process of sourcing, screening, and interviewing resulting in successfully placed candidates as both contract resources and full-time permanent hires for companies such as Crutchfield, Virginia Department of Motor Vehicles, Football Fanatics, and Video Gaming Technologies.

Director Sales & Marketing

Manage the company's Sales and Account Management functions, and support the Business Development Director's daily operations.

Responsible for sales in the local market. Focused on selling solutions to fit clients' technology needs including: customer software solutions for web and desktop, off-the-shelf (OTS) software, computer hardware and network infrastructure components, and managed technical support services all resulting in doubling the company's annual revenue each consecutive year.

Database Administration and Development

Responsible for several Microsoft SQL Servers including SQL 2000, 2005, and 2008 in production and development environments. Perform all administration tasks including backups, availability monitoring, disk space management, performance management, and data archiving.

Hands-on experience with the development of SQL scripts, stored procedures, views, triggers, and functions.

Solid Hands-on experience working with Microsoft Access developing tables, queries, forms, and reports, including interfacing with SQL Server as the backend using ODBC.

WORK HISTORY (continued)

Programming Languages:

C# & VB.NET, VB Script, VBA, MS PowerShell, T-SQL
(all at novice level)

Database Systems:

MS SQL 2000, 2005, & 2008, MS Access 2003, 2007

Productivity Software:

MS Office 97/2000/2003 – Word, Excel, PowerPoint, Publisher, Project, Visio; Adobe Photoshop CS, Adobe Illustrator 10, Adobe ImageReady CS

Business Continuity:

Data backup & recovery, disaster recovery planning (small office environment)

EDUCATION

Piedmont Virginia Community College, Charlottesville, VA 1994-1996; Courses included business administration

Tidewater Community College, Virginia Beach, VA 1986-1989; Courses included architecture, civil engineering, and business administration

Web Design and Development

Met and corresponded with clients to determine client needs for corporate and company sites. Created corporate websites using ASP.NET 1.1 and 2.0. Created graphics including icons, and corporate logos using Adobe Photoshop and Illustrator.

Demonstrated proficiency working with HTML, ASP.NET, & CSS.

Technical Support Specialist

Provide hardware and software support, both remotely and on-site, supporting custom applications developed by Vivus, and off-the-shelf software products.

CDH Security, Charlottesville, VA 6/1994 – 10/2004
(division of Commonwealth Door & Hardware)

At CDH I proved to be a solid performer and asset in many different areas of the company. My ability to quickly grasp technology and concepts, and to apply them to the company's bottom line resulted in me being the "go to guy" for spear heading the development and launching of a new division. It is during this time that my interest in PC and software technology was born and sharpened. I was a hands-on manager, frequently in the field installing, troubleshooting, and maintaining all aspects of the systems we provided and integrated. This included working with PCB (Printed Circuit Boards) and acquiring a strong knowledge of low-voltage electronic design, custom-software installations in enterprise systems, extensive network integration, and database support.

Division Manager

Responsible for the development and management of the Security Technologies Integrated Systems & Services division of CDH for three branch locations throughout Virginia. Responsible to direct the division in sales and marketing, consulting, to installation, to the implementation of various security solutions including, but not limited to, covert video surveillance, biometric electronic access control solutions, asset management and tracking using RFID technology.

Opened a completely un-worked market in the architectural product industry providing electronic access control, security, and surveillance systems focused on health care, public/civic and associated vertical markets. Surpassed sales goals and expectations the first year. Successfully integrated and maintained systems with clients such as the University of Virginia Medical Center, Roanoke Civic Center, and City of Charlottesville.

Branch Manager

Managed the Charlottesville, VA branch office for the architectural products division of CDH. Responsible for supervising and managing 12 personnel, including project managers, production personnel, and administrative support staff. Responsible for the branch P&L. Oversaw the development and management of all accounts and coordinate and negotiate vendor agreements with nationally recognized material suppliers.

Account Manager

Responsible for individual accounts assigned by management. Charged with developing the account, forging relationships and partnerships with customers to supply architectural products for their public and private commercial construction projects.

WORK HISTORY (continued)

REFERENCES**Professional:**

Mr. Craig Adams
Former President & Principal
Vivus Software Inc.
434-589-6675
cadams@vivussoftware.com

Mr. Ryan Adams
Former Business Development
Director & Principal
Vivus Software Inc.
434-284-2855
ryan.adams@meddius.com

Ms. Marita Owens
Former Senior Consultant
Vivus Software Inc.
434-589-6760
dowens@technologytamers.com

AVAILABILITY

April, 2010

SALARY REQUIREMENTS

Negotiable

Norfolk Sash & Door Co., Norfolk, VA 6/1991 - 6/1994

Sales & Marketing, & Project Management

Responsible for the management of projects related to architectural building products and fabrication for various commercial buildings and facilities through-out the Mid-Atlantic area. Also directly assisted the Sales Manager in all aspects of sales and marketing, and corporate business development.

Hall Hodges Co., Norfolk, VA 2/1989 – 6/1991

Project Manager

Responsible for the management of projects related to structural steel fabrication for various commercial buildings and facilities through-out the Mid-Atlantic area.

Fraioli, Blum, & Yesselman Norfolk, VA 9/1986 – 2/1989

Draftsman & Technical Designer

Responsible for the accurate creation and representations of structural steel design objects for technical, architecture, and engineering drawings.