

Douglas Hauptman

Objective I am currently enjoying a fulfilling career working with professional services companies and am helping them implement and learn how to specialize in Internet Technologies.

Industry Specialization

- Engineering & Construction
- Entertainment/Publishing/Medical
- Banking/Investments
- Real Estate
- Insurance
- Hospitality
- Manufacturing – Consumer Goods
- Manufacturing - Durable Goods
- Electronics/Semiconductors
- Pharmaceuticals/Biotech/Chemicals
- Retail (Local)
- Non-Profit

Professional Experience November 1998 to Present – AtlantaWebsites.com – Covington, GA
Proprietor

- Developed “Smart Online Marketing Program”.
- Website Development.
- Marketing Services.
- Created and delivered technology presentations.

April 1998 to September 1998 - USWeb Corporation – Laguna Hills, CA
Business Analyst

- Leading Business Analyst of the Laguna Hills Office.
- Managed multiple projects while maintaining marketing goals.
- Billed over \$75,000 in consulting and development services.
- Wrote proposals and functional specifications.
- Created and delivered technology presentations.
- Performed Project Management duties.
- Partnered with Anderson Consulting.

May 1997 to March 1998 - World Shopping Network - Santa Ana, CA
Vice President Marketing

- Implemented a marketing program called "RadioWeb".
- Signed on twenty radio stations in less than nine months.
- Created and developed over 30 web sites.
- Developed, wrote and created all magazine, radio and TV advertisements.
- Sold over 50 web based advertising contracts.
- Responsible for the accounting, bookkeeping and payroll.

October 1995 to May 1997 - Books Now Inc. - Las Vegas, NV
Vice President Marketing

- Marketed to major national magazines, television networks and radio stations.
- Set up and executed management, accounting and customer service processes.
- Grew the account base from 18 to over 200 magazines.
- Accounts included Hearst Magazines, Cowles Media, Times-Mirror, Time Inc., Time Warner, Warner On-line, Cable Network Services and K-III Corporation.
- Launched two new marketing programs from start to finish.
- Responsible for the accounting, bookkeeping and payroll.
- Did the tax preparation and submission for all operations.

April 1993 to September 1995 - Merit Marketing/Production Sales - Las Vegas, NV
Controller/Operations Manager

- Supervised the payroll, data entry and information systems departments.
- Developed a marketing operations system with MS Access.
- Responsible for programming and training.
- Responsible for the accounting, bookkeeping and payroll.
- Did the tax preparation and submission for all operations.

May 1990 to March 1993 - Carol's ALD Service - Las Vegas, NV

General Manager

- Sold Assistive Listening Devices to major hotels and casinos.
- Grew the company to \$300,000 in less than six months.
- Responsible for the accounting, bookkeeping and payroll.
- Did the tax preparation and submission for all operations.

August 1981 to April 1990 - Logictron International – Newport Beach, CA

President/CEO

- Founded company with \$5,000.00 capital.
- Manufactured memory modules and sold them to corporate accounts.
- Grew to 18 million in sales for 1989.
- Executed a reverse merger with a public company shell.

Education

Attended Grossmont Junior College from 1977 to 1980. One class short of earning an AA in Business Management & Administration. GPA was 3.25.

Skills

Business - Strategic – Marketing - **EXPERT**
Business - Strategic – Planning - **EXPERT**
Business - Strategic – Needs Analysis - **EXPERT**
Business - Strategic – Audience Development - **EXPERT**
Creative - Branding – **EXPERT**
Creative - Web Production - **EXPERT**
Technology - Web Development – **EXPERT**
Webserver Administration – **EXPERT**

Tools

APPLICATIONS	FrontPage – EXPERT Quickbooks – EXPERT Adobe Pagemaker – EXPERT Access – EXPERT Adobe Photoshop – EXPERT MS Outlook – EXPERT Adobe Illustrator – EXPERT PageMill – EXPERT FileMaker Pro – INTERMEDIATE	Quark Express – INTERMEDIATE Active Server Pages - EXPERT Forte – INTERMEDIATE Site Server – EXPERT SQL Server – EXPERT Commerce Server – EXPERT MS Visual Interdev – INTERMEDIATE MS Exchange – INTERMEDIATE Index Server – EXPERT
DATABASES	MS Access – EXPERT DBaseIII – EXPERT DBaseII – EXPERT Visual FoxPro – INTERMEDIATE	FoxPro – EXPERT Clipper – EXPERT MS SQL Server 6.5 – EXPERT mySQL 3.0 and above – EXPERT
LANGUAGES	CGI – EXPERT JavaScript – EXPERT	Visual Basic – INTERMEDIATE ASP/PHP - EXPERT
PLATFORMS	Windows 3.x – EXPERT Windows 95 – EXPERT Macintosh – EXPERT DOS – EXPERT UNIX – EXPERT	Windows 98/NT/2000 - EXPERT Windows 2000 Server - EXPERT MS IIS - EXPERT MS Site Server – EXPERT APACHE/RED HAT – EXPERT