

John P. Kavanagh
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Education:

Robert H. Smith School of Business, University of Maryland August 2006
Masters in Business Administration, Management Information Systems

University at Buffalo, The State University of New York June 2002
Bachelor of Arts, Geography, Cartography & GIS, Major GPA: 3.77
Honors: Cum Laude; Highest Department Honors; AAG Award for Excellence of Scholarship

Experience:

Quinlan & Co. Advertising and Marketing March 2006 – Present
Amherst, New York
Account Executive

- Manage a portfolio of high technology accounts exceeding \$1 million annual sales
- Develop new business for web design services and online advertising
- Manage a team of web programmers and user interface designers

Stellar Link Internet Services June 2004 – Present
Buffalo, New York
Owner

- Develop and maintain secure e-business web applications with open source web technologies
- Program multi-language websites for sales and marketing to international audiences
- Administer a website content management system hosting service for over fifty businesses

Earth Satellite Corporation August 2004 – December 2005
Rockville, Maryland
Corporate Web Manager –Top Secret / SCI

- Managed and designed web mapping services for Earth satellite imagery e-commerce, Google Maps and government clients. Designed rich Internet applications for geospatial information.
- Transformed existing weather business processes with the implementation of netcentric information technology to reduce operational costs, control quality and develop new market sales

NASA Global Land Cover Facility December 2003 – August 2004
College Park, Maryland
GIS and Web Administrator

- Lead web application programming and geographic information systems for internal processing and international distribution of satellite imagery and earth science data products

Quinlan & Co. Advertising and Marketing

Amherst, New York

Web Architect

February 2000 – November 2003

- Planned and executed company web services resulting in 50% annual growth in web revenue, now a core competitive advantage for the company

University at Buffalo,

Buffalo, New York

Web Programmer

October 1998 – December 1999

- Coded award-winning open source web applications in a UNIX environment

Technology:

- **Languages:** AJAX, Java, Perl, Python, PHP, ColdFusion, HTML, CSS, XML
- **Web Servers:** Apache, Zope, Plone, Microsoft IIS
- **Databases:** Oracle 9i, MySQL, PostgreSQL
- **Mapping & GIS:** ESRI ArcIMS, ESRI ArcGIS, Google Map API
- **Operating Systems:** Windows, Unix (Solaris, FreeBSD), Linux (RedHat)