

## KATHY PECORA

4407 Dunmore Road

Marietta, GA 30068

770-906-3622

Thank you for considering my resume for your open Web Development position. My robust background in the computer industry with a focus on web development and software development may be a perfect fit for your position.

For the last few years, I have had my own web development business creating websites for small businesses and startup companies. For these organizations, I have built complete websites and integrated databases, created artwork and logos, produced and edited content and short video clips, performed ongoing maintenance, and trained customers to use a variety of content management software so they could update their own web pages.

To compliment my experience, you'll find I am very dependable, responsible and a detail-oriented individual. I am a self-starter and work heads-down on projects to completion. I am pro-active in learning when new skills are required and you can count on my strong work ethic to complete your work requirements on time and with the highest quality.

I am eager to take on more demanding web development projects where my skills and experience can contribute to the success of your websites. Please contact me at my through my email, [kathy@kathypecora.com](mailto:kathy@kathypecora.com), or my mobile phone number, 770-906-3622, to schedule an interview. I look forward to hearing from you.



Sincerely,  
Kathy Pecora

# KATHY PECORA

## SUMMARY OF QUALIFICATIONS

- Solid track record in web development, computer programming and all areas of IT support including sales, systems, technical, and customer.
- Strong business acumen, problem solving ability, and leadership experience needed to achieve aggressive business goals in revenue generation, budget control, and customer satisfaction.
- Extensive technical and project management skills required to address a wide range of IT needs.
- Self-taught in many IT disciplines and technology; Quickly learns and implements new software products. Continues to attend classes to learn new programming languages and enhance skills in design/development products, systems, and methodology.

## TECHNICAL SKILLS and KNOWLEDGE

- Languages:** Proficient in (X)HTML & CSS; Working knowledge and light experience with Javascript, PHP, VB.Net, XML, Action Script 3.0; Working experience in COBOL, RPG, Assembler, Fortran, BASIC; Currently learning Java.
- Software:** Proficient in Adobe CS4 (Photoshop, Dreamweaver & InContext, Flash, InDesign, Fireworks, Illustrator), Sony Vegas Video Editor, MS Office products, and Pagemaker. Working knowledge and light experience in Lotus Notes, MS Expression Web, and a variety of CMS products.
- Databases:** MS Access and MySQL.
- Hardware:** IBM Enterprise systems (VM & MVS environments), IBM Midrange systems: S/38, S/36, AS/400, RS/6000, PCs, Series 1, Burroughs large and midrange systems, Unisys midrange systems.

## RELATED PROFESSIONAL EXPERIENCE

### WINGTIP WEBS, LLC **Owner** (2000-current)

Design and develop websites for startup companies, small businesses, and business professionals. Write and edit content, create artwork and logos, film and edit video clips, develop end-user maintenance plans, and teach Content Management Software (CMS) products to customers.

- Produce websites through effective client communication and understanding their business environment.
- Create and integrate customer databases and email management.
- Design with standards compliant code with emphasis on browser compatibility, accessibility, and search engine optimization.
- Manage to customer budgets and time constraints.

### IBM CORPORATION **Online Sales Support Team Leader** (1986-1999)

Took over this struggling team tasked with creating a sales support internal website for Sales Reps and Systems Engineers. Collaborated with end-users to redesign web layout and site structure; implemented new website within a few months. Actively involved in coding, trained reps, handled ongoing site maintenance, and produced content and downloadable deliverables.

- Engaged the existing staff, developed project plan, assigned tasks, and coordinated activities.
- Recognized with Regional Directors Award for exceeding customer satisfaction, maximizing resources and achieving completion goals.

**KATHY PECORA****RELATED PROFESSIONAL EXPERIENCE, cont.****IBM CORPORATION Systems Engineer  
(1986-1999)**

Managed midrange hardware and software installations for emerging and new business customers. Heavily involved in sales situations with product demonstrations, consultation, and business needs assessment to formulate appropriate IT solution. Provided training and ongoing customer support for installed customer set.

- Coordinated IBM and non-IBM resources, technical environments, and installation activities.
- Set and managed schedules, tracked progress and implemented corrective action to stay on target.
- Consistently recognized and awarded with 100% Club, Manager, and Area Manager Awards for exceeding sales and support objectives as well as project targets with high levels of customer satisfaction.

**Product Planner and Application Support Rep**

Assessed functional and strategic product requirements for IBM unannounced software products. Performed market analysis, evaluated competitive products and worked closely with development and QA teams to ensure best of breed software.

- Developed mass marketing deliverables and training materials.
- Coordinated major product rollouts and launches.
- Prepared press releases and participated in major product announcements.

**VARIOUS  
COMPANIES  
(1983-1986)****Systems Analyst/Programmer**

Designed, developed, and maintained programs for several start-up companies, credit union service bureau, and several software companies. Planned, configured and installed application, productivity, and system solutions and trained customers.

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**EDUCATION**

- Chattahoochee Technical College – Computer Information Systems - Programming and Web Development
- University of Colorado at Denver & Metropolitan State College – Computer Information Sciences
- Trident Technical College & Tidewater Community College – Computer Science - Programming