



John D. Hamrick

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Seasoned business professional and serial entrepreneur with strong background in information technology enterprises. Strengths include business development and sales activities, start-ups, marketing plan and proposal generation. Internet based marketing initiatives, cloud computing integration, ace

Currently

Business development and client services support with an emphasis on technology and Internet based initiatives. Current key assignments include [CenterPoint Business Advisors](#), a New England Business Brokerage firm and [Edmund & Wheeler, Inc.](#)

Provide Qualified Intermediary services for Section 1031 real estate exchanges supporting primarily New England area real estate investors. Hold NH real estate license.

Manage Amity Acres, Inc. investment property portfolio.

Experience

2003- 2006

Profile Technologies

Littleton, NH

CTO/Founder - Technology Solution Integrators & Managed Services

- Founded Company to Proliferate Thin Client Computing
- All Business Development Activities
- Systems Design & Thin Client Proof of Concept
- Network Design, Installation & Maintenance
- Private Cloud & Co-hosted Servers
- Customer Service Program
- End-user and Management Training
- Sales, Sales and more Sales
- Contract Negotiations
- Vendor & Partner Negotiations

Worked to bring the power of server-based utility computing to small business. Supported over 600 seats. Sold company to investors.

1995-Present

[Hamrick Consulting](#)

Northern NH

- System & Network Design, IT Support
- Design, Install, Implement and Support Thin Client Environments
- Network Design, Installation & Maintenance
- Security Auditing and Solution Implementation
- Application Evaluation and Recommendations
- ASP SW Model Consulting
- Data Center Design & Remote Computing
- Software Installation, Configuration & Support
- End-user Training
- High-end Business Development & Proposal Generation
- Technical Topic Public Speaking & Training

Specializing in providing technology solutions to micro and small business. Every aspect including software integration, cloud computing, web presence, on-line marketing initiatives, and even pulling the cables.

1992-1995 [Zebec Data Systems](#) Houston, TX

Vice President, Commercial Outsourcing

- Managed \$2.5M/Yr. Commercial Outsourcing Division
- Designed, Developed and Executed Overall Marketing Strategy
- High Level Contract Negotiations
- Managed Client Hardware/Software/Networking Implementation
- Grew Commercial Business Over 100% In Two Years
- Left Position to Develop Consulting Enterprise

1989-1992 [Loral Space Information Systems](#) Houston, TX

Marketing Manager

- Primary Responsibility Marketing Space Program Technology in the Commercial Sector - Worldwide
- Support NASA Johnson Space Center Government Program Marketing
- Marketed Manned Space Control Systems to Foreign Governments
- Responsible for Design & Implementation of \$1.5M Marketing Budget
- Managed Loral's World-wide Trade Show Participation \$500,000 Budget
- Recruited By Zebec Data to Pursue Entrepreneurial Opportunity

1982-1989 [Digital Equipment Corporation](#) El Paso & Houston, TX

Senior Sales Executive - Government Sector

- Responsible for \$15M/Yr. NASA Johnson Space Center Account Team
- Responsible for \$10M/Yr. White Sands Missile Range Account Team
- 7 Years of Increasing Sales & Marketing Responsibilities
- 7 Consecutive Years On / Above Quota
- Youngest to Achieve Sales Executive in Western US
- Left To Pursue World-wide Marketing Position At Loral SIS

Education & Training

1976-1979 [Parkland College](#) Champaign, IL

- Associates Electronic Engineering (AAEE)
- 3.7 GPA (4.0)

1979-Present

Have Attended Hundreds of Company & Self Sponsored Training Programs

- 12 Week Harvard Intensive Businesses Training Workshop
- Sales, Marketing and Business Development
- Experiential Training With Larry Wilson (Changing the Game)
- Proposal Generation Methodology
- Internet Based Marketing Initiatives
- Social Media & Conventional Marketing
- NH Real Estate Salesperson License
- IT Related Training - Soup to Nuts