

JOHN T NEWFRY
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PROFILE

Self-directed project manager with 10+ years diverse experience in Project Management, ecommerce business analysis, and quality assurance programs in both business-to-business and business-to-consumer markets. Recognized for strong communication in technical environments and a depth of business acumen within many industries. Delivers timely results for Internet start-up companies, non-profit associations and clicks and mortar retail companies. Experienced in many project development cycle methodologies including PMBOK and Agile

PROFESSIONAL EXPERIENCE

CALUMET PHOTOGRAPHIC, Chicago, Illinois 2008 - 2009
Multinational retailer of camera equipment to professional photographers.

Program Manager (2008 to current)

Provide project leadership and direction for ecommerce efforts

- Led effort to stabilize ecommerce infrastructure, improving site uptime from 97% to more than 99%
- Introduced Agile project methodology improving team performance and project forecasting

Q INTERACTIVE, Chicago, Illinois 2003 - 2008
Online marketing company, formerly known as CoolSavings, Inc.

Sr. Project Manager (2007 to 2008)

Provide project leadership through the software development cycle

- Led transition from a homegrown project development process to a more standard Agile development cycle
- Managed the career development of staff Business Analyst

Project Manager (2003 to 2007)

Managed multifunctional teams through development process

- Delivered on time a complete redesign of the company's flagship website, Coolsavings.com, turning a registration only site "inside out" generating a huge improvement in SEO.
- Managed the development of a yield management system that increased revenue by 20% which fell directly to the bottom line.
- Managed multiple projects on different timelines utilizing varied team skill sets
- Maintained timelines, project plans and project requirement documents for projects
- Set direction of company product lines in cooperation with product managers and other business stakeholders

JOHN T NEWFRY

INDEPENDENT CONSULTANT, Chicago, Illinois

2002 - 2003

Quality Assurance Lead Analyst

uBid.com, Chicago, Illinois

Test Plan development and execution for software development process

- Developed and executed test plans for four development release cycles, including a Siebel CRM implementation

Business Analyst

Million Dollar Round Table, Park Ridge, Illinois

Responsible for analysis of business processes and existing AS/400 Software for conversion to a GUI based tool

- Developed Entity Relationship Model for business processes, reducing inefficiencies in processes

PACKTION CORPORATION, Chicago, Illinois

2000 - 2001

B2B Internet start up company providing tools for the consumer packaging industry

Internet Production Manager

Responsible for overall information architecture and management of the production of Packtion.com general availability site.

- Designed and maintained site maps and wire frames for Packtion's online tools, improving usability
- Managed external vendor and content resources, delivering the site on time and on budget
- Developed and successfully implemented processes for managing change requests

FOLLETT HIGHER EDUCATION GROUP, Oak Brook, Illinois

1996 - 2000

Family owned, billion dollar college bookstore services company

Internet Development Manager (1999 to 2000)

Responsible for executing the direction of efollett.com, a network of over 900 college bookstore web sites.

- Analyzed company business strategy, translating it into an e-commerce venture, implemented within development budget of \$3,000,000
- Conceptualized the evolution of efollett, increasing sales from less than \$1 million to over \$16 million in 18 months
- Directed team that developed sites for 800+ college and university bookstores
- Managed development of software applications, adding new product lines to efollett
- Managed the career development of a staff of four direct reports

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Internet Marketing Specialist (1998 to 1999)

Responsible for maintaining and monitoring Internet sites for distance learning students.

- Coordinated the redesign of distance learning site template, improving site navigation
- Directed the development of web sites for participating institutions

Client Relations Coordinator (1996 to 1998)

Responsible for processing client requests for distance learning students.

EDUCATION

Graduate course work – M.Ed. - Leadership, Evaluation & Instruction
University of Illinois, Chicago, Illinois

BA, Speech Communication
University of Illinois, Urbana, Illinois

COMPUTER SKILLS

Member Project Management Institute (PMI)
Software – MS Project , Visio, MS Office (Word, Excel, PowerPoint, Access)
Some knowledge of HTML, SQL

REFERENCES AVAILABLE UPON REQUEST