

# CAROL BARNES

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Current residence in Dublin, Ireland • U.S. Citizen seeking return to the U.S.

## PRODUCT DEVELOPMENT/TECHNOLOGY EXECUTIVE Network & IT Infrastructure, Telecom, Internet & Software Industries

*Steering product development organizations to increased competitive advantage and vigorous sales, profits, and shareholder gains by leveraging innovation and maximizing quality and performance.*

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More than 18 years of leadership propelling world-class high-technology product development initiatives. Empower teams to deliver innovative, high quality, properly built products to market efficiently, closing competitive gaps, cementing a competitive edge in the market, and bolstering bottom-line financial results. Key areas of qualification:

- |  |   |
|--|---|
| <input checked="" type="checkbox"/> Product Conception, Research & Definition        | <input checked="" type="checkbox"/> Team Leadership/Team Restructuring/Hiring         |
| <input checked="" type="checkbox"/> Product Strategy & Roadmap                       | <input checked="" type="checkbox"/> System Architecture, Design & Implementation      |
| <input checked="" type="checkbox"/> Product Development Lifecycle/Project Management | <input checked="" type="checkbox"/> R&D/Engineering Methodologies/Process Improvement |
| <input checked="" type="checkbox"/> Quality Improvement/QA Best Practices            | <input checked="" type="checkbox"/> Change Leadership & Performance Improvement       |

### DIRECT CONTRIBUTOR TO:

↑ \$22 million higher product revenue ↑ 44% higher new product sales ↑ 760% higher stock prices ↑

## EXPERIENCE HIGHLIGHTS

ClouDEX - Dublin, Ireland

2004 – Present

*Integrated application delivery and application security solutions for cloud data centers.*

**SNAPSHOT:** Propelled dramatically increased competitiveness and innovation during a period of major corporate reorganization and within a constantly changing and very competitive landscape.

### VICE PRESIDENT OF FUTURE TECHNOLOGIES (2010—Present)

Following major company reorganization and shift in business strategy, assumed high-level strategic and technical leadership role championing a variety of business-critical projects, including proposing and managing new initiatives, spearheading high-level design and architecture, leading due diligence of technology acquisitions, writing and reviewing patents, and guiding R&D through development of complex projects.

### SELECTED ACCOMPLISHMENTS:

- ▶ **Paved the way to transform CEO's vision into reality**, conceiving, proposing, defining and designing a joint product OEM solution with SAP that is currently being released and is projected to produce a huge, positive sales impact while enhancing company's relationship with SAP far beyond all expectations.
- ▶ **Beat out large, entrenched competition to win a strategic €2 million deal** with Europe's largest telecom company; led underdog team to deliver winning presentation and proof of concept, earning what was a landmark new customer win and creating significant new business opportunities.

### DIRECTOR OF ENGINEERING, APPLICATION DELIVERY PRODUCTS (2008 – 2010)

Took charge of the Application Delivery group comprised of 60 people. Faced immense product development and quality challenges that were key contributors to plummeting stock and company losses reaching \$30 million annually.

### SELECTED ACCOMPLISHMENTS:

- ▶ **Shattered all expectations with release of next-generation**, flagship Application Delivery Controller product in 5 months, with additional significant versions released in next 4 successive 5 month periods, all improving functionality, performance, and stability, closing gaps, and achieving competitive advantage. Played significant role in:
  - **760% rise in company stock** from \$5 to more than \$43 at peak.
  - **38% increase in annual product revenue**, from \$58 million to \$80 million within 12 months of launch.
- ▶ **Improved product quality and version development efficiency**, increasing QA coverage using just a small fraction of time and resources by implementing extensive QA automation infrastructure, environment, and methodology.

**SNAPSHOT:** Executed massive turnaround; changed the culture of the organization to emphasize performance and quality and led next-generation, flagship product to stunning commercial and competitive success.

# Winning Resumes

**Anne McKinney**



## **Winning Resumes:**

Winning Resumes Robin Ryan, 2002-10-17 A new and improved edition of the ultimate resume guide A career coach and syndicated columnist shows how to use her powerful Goldmining technique to create the most effective resume possible This remarkable technique is a seven step process that brings out all of the candidate s most marketable skills and accomplishments This new edition is updated to offer even better career advice from one of the foremost authorities on job search and hiring practices including all the newest information on the best ways job hunters can use the Internet to their advantage Includes a list of dozens of mistakes to avoid and ways to make the resume stand out as much as possible Also featured are tips from human resources personnel and hiring managers on key mistakes applicants make on their resumes

Encyclopedia of Job Winning Resumes, Third Edition Myra Fournier, Jeff Spin, 2006-07-15 Encyclopedia of Job Winning Resumes Third Edition is the most helpful and comprehensive resume book you can buy It includes more than 400 success proven resume examples that teach you how to personalize your resume according to your own unique career situation The 17 chapters contain resumes that cover all major industries span every job level from entry level to CEO and are helpfully arranged by both job field and title to make it easy for you to quickly locate the resumes that address your particular field or situation The first chapter The Essentials of Writing Your Resume is as informative as it is brief It includes expert advice about what information to include in your resume what to omit what to emphasize and what to tone down For a quick start it s specifically designed to keep reading to a minimum so you can start sending out your resume as soon as possible The second chapter devoted to creating hard hitting cover letters includes 40 examples that cover a wide variety of typical career situations And for those not so typical career situations the next chapter includes 30 resumes that cover difficult circumstances such as frequent job changes gaps in employment layoff lack of experience weak education and many more For students there s also a chapter containing 40 resumes to help new graduates enter the work force more quickly and easily There are helpful hints located beneath each resume showing you the right way to quickly create a job winning resume that will get attention and win you an interview The last chapter includes a Recommended Reading list and a Recommended Web Site list Whatever your age industry career level of experience or education you ll find the resume template you need In 1980 Myra Fournier and Jeff Spin founded A Lasting Impression a highly successful resume writing and career development firm located in the Greater Boston area In 1990 they jointly developed ResumExpert a top rated and best selling resume writing software for the Macintosh computer

**Encyclopedia of Job-winning Resumes** Myra Fournier, Jeffrey Spin, 2006-01-01 This is the most helpful and comprehensive resume book you can buy It includes more than 400 success proven resume expamples that teach you how to personalize your resume according to your own unique career situation The 17 chapters contain resumes that cover all major industries span all job levels from entry level to CEO and are helpfully arranged by both job field and title to make it easy for you to quickly locate the resumes that address your particular field or

situation The first chapter includes expert advice on what to include on your resume and what to omit what to emphasize and what to tone down It is specifically designed to keep reading to a minimum so you can start sending out your resume as soon as possible The second chapter devoted to creating hard hitting cover letters includes 40 examples tht cover a wide varitey of typical career situtations while the third chapter include 30 includres 30 resumes that cover difficult circumstance There is even a chapter devoted to students to help new graduates joining the workforce

**Winning Resumes** Matthew Greene,1994 You want the job but how do you get your resume to stand out from the hundreds of others employers usually get Writing the old type of basic resume just doesn t cut it anymore It s too vague too bland and too lackluster It won t sell you Written by a personal expert this remarkably effective guide shows you how to turn your resume into a mini sales presentation that grabs immediate attention because it offers your best selling points Whether you are a recent college grad or a midlife career changer you ll learn how to get a jump on other job applicants with this strategy packed book that is complete with sample resumes tips on format style and words phrases and sentences that sell There s so much you can copy or adapt

**Start-to-Finish Resume Guide** Richard Blazevich,2019-09-27 Provides step by step instructions for writing a resume employers will love

**Encyclopedia of Job-winning Resumes** Myra Fournier,Jeffrey Spin,1993

**Resumes For Dummies** Laura DeCarlo,2026-04-07 Craft a resume that gets results Many resumes are screened by technology or human gatekeepers before they ever reach a decisionmaker And when they do the average review lasts only seconds before a judgement is made Resumes For Dummies 9th Edition delivers an easy to read walkthrough for job seekers packed with the essential skills tools and strategies you need to land your next role The book shows you how to create a resume that s compelling concise informative and eye catching with plenty of real world examples You ll learn how to tailor your resume for each opportunity and audience helping you to stand out get interviews and move your career forward Inside Write powerful action statements that tell the story of your experience Follow step by step guides for using generative AI tools to draft a powerful resume while avoiding common critical mistakes Optimize your resume for algorithmic and automated screening tools while impressing human reviewers Perfect for career changers young professionals launching their careers and those re entering the workforce after an extended break Resumes For Dummies 9th Edition is a hands on start to finish roadmap to crafting a stellar resume

**Cover Letters that Blow Doors Open** Anne McKinney,1999 Designed as the comprehensive guide to cover letter preparation the 272 page book shows examples of exciting and door opening cover letters The main section of the book shows cover letters by field and industry For example job hunters in the accounting field will find examples of cover letters used to blow doors open in the accounting banking and financial community From aviation to computer operations to management to sales to transportation cover letters tailored to specific fields are illustrated which can be used as models or templates for those involved in a job hunt But what if a job hunter is changing careers or doesn t need a cover letter targeting a specific field or functional area There s a section showing examples of all purpose cover

letters career change cover letters cover letters for entrepreneurs and cover letters for those seeking their first job For those seeking advice on how to respond to ads how to handle questions about salary requirements how to request consideration for multiple job openings in the organization and how to write letters for special situations there s a section entitled Sixteen Commonly Asked Questions About Cover Letters and Job Hunting

**Real Essays for College & Grad School** Anne McKinney,2000 Colleges and universities place great emphasis on essays written as part of the process for admission and scholarships This guide to constructing essays includes essays that have worked for real people plus dozens of other actual samples

*Encyclopedia of Job-winning Resumes* ,2006 Encyclopedia of Job Winning Resumes Third Edition is the most helpful and comprehensive resume book you can buy It includes more than 400 success proven resume examples that teach you how to personalize your resume according to your own unique career situation The 17 chapters contain resumes that cover all major industries span every job level from entry level to CEO and are helpfully arranged by both job field and title to make it easy for you to quickly locate the resumes that address your particular field or situation The first chapter The Essentials of Writing Your Resume is as informative as it is brief It includes expert advice about what information to include in your resume what to omit what to emphasize and what to tone down For a quick start it s specifically designed to keep reading to a minimum so you can start sending out your resume as soon as possible The second chapter devoted to creating hard hitting cover letters includes 40 examples that cover a wide variety of typical career situations And for those not so typical career situations the next chapter includes 30 resumes that cover difficult circumstances such as frequent job changes gaps in employment layoff lack of experience weak education and many more For students there s also a chapter containing 40 resumes to help new graduates enter the work force more quickly and easily There are helpful hints located beneath each resume showing you the right way to quickly create a job winning resume that will get attention and win you an interview The last chapter includes a Recommended Reading list and a Recommended Web Site list Whatever your age industry career level of experience or education you ll find the resume template you need In 1980 Myra Fournier and Jeff Spin founded A Lasting Impression a highly successful resume writing and career development firm located in the Greater Boston area In 1990 they jointly developed ResumExpert a top rated and best selling resume writing software for the Macintosh computer

**Government Job Applications & Federal Resumes** Anne McKinney,2001 Federal resumes KSAs forms 171 and 612 and postal applications

101 Great Resumes Ronald W. Fry,2002 Winning resumes for any situation any job any career

**The Career Change Resume** Karen Hofferber, Kim Isaacs,2003-03-22 Written by the official resume advisers to Monster com this is the ultimate guide to creating life changing resumes The Career Change Resume helps aspiring career changers reinvent themselves by showing them how to transform their resumes The book includes step by step instructions demonstrating how to craft resumes that open doors to new careers more than 150 sample resumes and cover letters valuable innovative career change tools and strategies and solutions to common problems plaguing career

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## **Winning Resumes Introduction**

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