

A. Ted Schaefer

3069 Carisbrook Rd, Upper Arlington, OH 43221

E-mail: ted.schaefer@schaeferea.com
Voice: 614-273-0308

Management Profile

Business Development, Group Manager, programmer with history of self-starting accomplishments, a business perspective and a unique skill set including sales and marketing, programming, Internet, database, general computing, computer aided design and knowledge of both machine design and AEC issues.

Objective

Hands-on manager of a group or group of accounts. Expand profitable business and serve customers in a friendly, professional, service oriented company that invests in its people.

Professional Experience

8/01 to 10/05

WD Partners

Columbus, OH

Company Description:

WD is an AEC firm with 500 employees and 8 offices both domestic and foreign. WD is primarily a site rollout specialist for chain-stores and restaurants. WD also has a large Civil group.

CAD Management and Programming

Automated site rollout drawings, saving 3 days in the Home Depot process. Created SQL integrated tools for Professional Seals, Change Bulletin Management and Meeting management. Organized rollouts of new AutoCAD versions. Conducted regular training and was editor of WD CAD Today. Guided creation of plot server solution.

1/99 to 9/01

Schaefer Enterprises & Associates

Granger, IN

Company Description:

Access DB, VB, AutoCAD and web development, Marketing, Sales Engineering Automation, training, mechanical design.

Consultant

Dana: Develop database to collect/analyze data from a \$750K axle tester. Develop the financial analysis database for the \$4 billion Light Axle Group. **Delco:** Reconstruct database with automatic input from Excel. **Compro:** Created contact manager using Outlook/Exchange. **InfoDepot:** Created marketing campaign, materials, website, signage for high office space.

92 to 99

Bosch Automation Technology

Buchanan, MI

Company Description:

Bosch AT produces and sells factory automation components, hydraulics, pneumatics and electronic controls.

Business Development Manager

Hired to create a program for FMSsoft CAD software, including software development, packaging, distributor programs, training, customer tracking, marketing, budget, hiring, outsourcing and cost reduction. In 1997, added responsibility for Internet development, managing sales leads, relational databases, and conversion of paper information to delivery by CD, Internet and FaxBack. Skills were often sought out for critical proposals.

- Exceeded all growth expectations for FMSsoft CAD program while maintaining minimum staff and reducing production and delivery costs by a factor of 10. Strong interdepartmental catalyst for electronic solutions and business process automation.
- Developed yearly business plans and objectives, ROI justifications. Responsible for FMSsoft programmer, secretary and managed \$200K per year in outsourcing.
- Americanized and rebuilt FMSsoft to increase productivity and lower support costs in the US. Extended software and collaborated with German developers on functional specifications, which included trips to Germany.
- Developed FMSsoft distributor programs, materials, training and conducted meetings. Created FMSsoft customer tracking system and strategic database.

Bosch Automation
Technology Continued...

- Webmaster www.boschat.com creating 5-10 sales leads per day while slashing costs for information and software delivery.
- Managed sales leads for 3 divisions, all product lines, which included relational database development, dealing with multiple sources, distribution to multiple sales channels, and literature fulfillment. Customization, Training and implementation of ACT with distribution of leads in ACT format.
- Marketing: Developed advertising. Participated in strategic sales opportunities. Presented FMSsoft and AT products at tradeshow.

89 to 99 **Schaefer Enterprises & Assoc (SEA)** **Tulsa, OK & IN**
Company Description: CAD consultant, software developer, software-hardware sales.

**President
and
Owner**

Created SUPER MENU (SM) productivity enhancements for AutoCAD

- Successfully marketed SM with direct distribution and OEM sales.
- CAD consultant, custom programming, Freelance writer.
- Network and computer hardware maintenance.

79 to 89 **Applied Technical Support, Inc. (ATS)** **Tulsa, OK**
Company Description: Value added reseller, CAD consultant,
software developer, design house

**President,
Owner
and
Chief Engineer**

Founded one of the largest AutoCAD dealers in the nation. ATS employed 17 people at peak. Functions: Sold hardware & software, custom developed automation software, engineering and drafting service bureau, marketing and writing.

From 79 to 86, ATS focused mostly on the design and manufacture of machines and systems for off highway vehicles, aircraft simulation with mil-std drafting, naval training equipment and packaging automation.

75 to 79 **Industrial Vehicles International (IVI)** **Tulsa, OK**
Company Description: Design and manufacture of off-highway vehicles

Chief Engineer

Designed and managed the creation of oil exploration and military vehicles. Gained management skills, supervision of complex projects, people skills with many nationalities, detailed knowledge of hydraulics and pneumatics, power trains, gear design, stress, cams, sound control, machining, welding, vehicle concepts and technical writing.

73 to 75 **Ayers Well Drilling** **Chesterland, OH**

Mgr Water Systems

Designed, installed and serviced water systems.

71 to 73 **Stanmor Realty** **Willoughby, OH**

**Residential Sales and
Office Manager**

Managed a branch office with 8 people, wrote advertising, and hired staff. At the time, was the youngest broker in Cleveland area.

Skills

- Management of complex projects or programs.
- Sales and marketing, sales automation.
- Internet development: HTML, HomeSite, FrontPage, graphic software, limited Java and ASP and database integration.
- MS Access, SQL Server, MSDE, VB.NET, AutoLISP, Visual BASIC, VBA and limited C++.
- Machine design, structural, electrical design and fluid power
- Broad computer industry knowledge and computer systems management with trouble shooting skills for both hardware and software.
- CAD system management, AutoCAD and some training for Bentley MicroStation.
- Discrete Event Simulation (limited)

Skills
Continued...

- Training, Writing, Public Speaking (see below)
 - Mathematics
 - Desktop publishing, and graphics software
 - In depth Microsoft Windows and MS Office products and development
 - Member of AutoCAD Developer Network since inception, about 8 years.
-

Education

Denison University Granville, Ohio, Physics
Additional study at Oakridge National Laboratories (level II clearance)
Cleveland State University, Cleveland, OH: Real-estate and accounting
Tulsa Junior College, Tulsa, OK: Calculus and Computer Science
Tulsa University, Tulsa, OK: Strength of Materials
High School: Hawken School, Gates Mills, Ohio
Other: Seminars in sales, writing skills, computer products, Autodesk marketing and programming including .NET for 2006, simulation, advanced MS Access.

Associations

Engineering Society of Tulsa, Society of Automotive Engineers, Fluid Power Society of Tulsa (past President), National Computer Graphics Association, League for Engineering and Automation Productivity, DECUS, AutoCAD Users Group International.

Teaching

Tulsa Junior College 1986-90: Evening Faculty, advanced AutoCAD
Rogers State 1987-89, Claremore, Oklahoma, AutoCAD
Platt College: 1987: CAD
Oklahoma State University 1985-89: Drafting Program Advisor
Tulsa Junior College 1985-90: Drafting Program Advisor
Bosch Automation: Developed and conducted training courses for FMSsoft.
WD Partners: CAD_Zooks!, Training for new custom software and CAD versions.

Speaking

Computer Graphics, Small business, Hydraulics, Simulation

Writing

- The AutoCAD Productivity Book, the first advanced book for AutoCAD (90,000 copies sold)
 - Numerous articles for trade journals
 - Software manuals, Standards
 - Editor of WD's CAD Today
 - Advertising and brochures
 - Business writing including: Detailed business plans, RFQs, bid responses, statements-of-work, job descriptions, ROI justifications and legal.
-

Web Sites

schaeferea.com - Ecommerce site for selling AutoCAD enhancements.
boschat.com and fmssoft.com - Bosch web sites for 3 divisions and 12 product lines.
info-depot.com - Marketing of the office space
sandmanproducts.com - Marketing of downdraft sanding stations.
sbttc.org - South Bend Table Tennis Club

Personal

Music, Piano, Snow Skiing, Racquetball, Reading, Travel, Surfing the web
