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## EXPERIENCE PROFILE

### CATEGORIES

#### Financial

American Express  
The Bank of New York (Now The Bank of New York Mellon)  
Citibank  
EAB (European American Bank / Acquired by Citibank)  
Fidelity Investments  
Fleet Bank (Acquired by Bank of America)  
MasterCard  
MBNA (Acquired by Bank of America)  
Visa

#### Hi Tech

Lucent Technologies  
Naviant Technology Solutions  
Thinking Machines Corporation (Acquired by Oracle Corporation)

#### Legal

Arnold & Porter LLP

#### Pharma

Abbott Laboratories (Humira / 2009 sales: USD\$5 billion)  
Bristol-Myers Squibb (Yervoy)  
GlaxoSmithKline (Famvir, Lymerix)  
Wyeth Pharmaceuticals (Acquired by Pfizer)

### DISCIPLINES

#### Branding

Senior Executive Service (SES members serve in key positions just below top Presidential appointees, overseeing over 75 United States government agencies / Status at United States Department of Defense equivalent to general or admiral)

#### Broadcast

Colgate Toothpaste  
Vaseline Intensive Care Lotion

#### Collateral

Arnold & Porter LLP (Highly regarded international corporate law firm with over 700 attorneys and eight offices worldwide)  
Fidelity Investments  
HomePortfolio.com  
Liberty Mutual  
Naviant Technology Solutions  
Thinking Machines Corporation (Acquired by Oracle Corporation)

## **Direct Marketing**

Abbott Laboratories (Humira / 2009 sales: USD\$5 billion)

AT&T

BJ's

Blue Cross & Blue Shield

Bose Corporation

Doubleday Book Club

Fleet Bank (Acquired by Bank of America)

GTE (Acquired by Verizon)

Harvard Business Review

Harvard Management Update

Iron Mountain

Johnson & Johnson

MBNA (Acquired by Bank of America)

MCI (Acquired by Verizon)

MIT Sloan Management Review

MIT Technology Review

Time-Life Books (The History of Flight, The Vietnam Experience)

United States Postal Service (USPS)

Wyeth Pharmaceuticals (Acquired by Pfizer)

## **HTML**

Harvard Business Review

HomePortfolio.com

Iron Mountain

## **Multi-Media**

Abbott Laboratories (Humira / 2009 sales: USD\$5 billion)

## **Press Releases**

Naviant Technology Solutions

Thinking Machines Corporation (Acquired by Oracle Corporation)

## **Print**

The Bank of New York (Now The Bank of New York Mellon)

Bass Ale

Bose Corporation

DuPont

GlaxoSmithKline

Lucent Technologies

McGraw-Hill

Merrill Lynch

Seattle's Best Coffee

United States Air Force

## **Website Content**

Arnold & Porter LLP (Highly regarded international corporate law firm with over 700 attorneys and eight offices worldwide)

BJ's

Dell Computers

HomePortfolio.com

Naviant Technology Solutions

Thinking Machines Corporation (Acquired by Oracle Corporation)

United States Department of Defense: Civilian Expeditionary Workforce

United States Department of Defense: Defense Contract Management Agency (DCMA manages 291,000 prime contracts valued at USD\$1 trillion / Over 11,000 military and civilian employees worldwide)