

Dimitrios Vassaras  
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## **Summary**

Dimitrios has extensive experience developing hardware and software products. With his combination of technical and managerial skills, he has demonstrated success in projects that have major technical obstacles, involve new or unfamiliar technology, or have pressing time constraints. He quickly establishes and maintains productive communication with customers, all levels of management, and employees. Dimitrios brings considerable knowledge and productivity to troubled or difficult projects. He is an embedded systems expert.

## **Education**

### ***Carnegie-Mellon University (CMU) - Pittsburgh, PA***

Master of Science degree in Electrical Engineering, May 1985  
GEM Fellowship Recipient, Xerox Engineering Intern  
Research in fermentation process modeling and control  
Coursework in decision theory, risk assessment, entrepreneurship

### ***Massachusetts Institute of Technology (MIT) - Cambridge, MA***

Bachelor of Science degree in Electrical Engineering, May 1983  
Engineering Internships at Xerox Corporation, Good Year Tire & Rubber  
Coursework in invention, entrepreneurship, and state-space control systems

## **Accomplishments**

### ***Trouble Shooting***

- Led an effort to eliminate >100 reported problems in proprietary process control product
- Mathematical modeling and signal processing for blood sugar sensor
- Feasibility study for improvements to gas mask testing apparatus
- Software optimization for seismograph: 2x reduction in space, 4x increase in speed
- Optimized coordinate transform calculations in drilling machine: 10x increase in speed
- Debug of floppy disk device driver (software) ported to company's custom equipment

### ***Product Development***

- Capable analog and digital circuit designer, in circuit board layout, in circuit simulation
- Hardware and software design for steel industry oxygen probe instrumentation
- Hardware and software design for very low power seismographs
- Multi-language support (English, French, Spanish, German) for seismograph software
- Custom software development for hand-held computers
- Created OnTap®, a palmtop publishing tool for PalmPilot handheld computers

### ***Communications***

- Facility with communications protocols, TCP/IP, MIME, HTTP, etc.
- Wrote C, Informix SQL, ASPECT to link Informix database to ASPECT phone switch
- Integrated automated phone system with products' registration and support databases
- Real-time communication interfaces for Gould Modbus, Allen-Bradley PLCs
- Remote (modem) process monitoring / data collection for specialized monitoring equipment

### ***Project Management***

- Instituted very effective control systems for product bug tracking and elimination
- Instituted time-tracking to improve project estimating and budgeting processes
- Planned and led the contractually acceptable "soft landing" for project behind schedule
- Reviewed project proposals and plans for feasibility, correctness, and completeness
- Restaffed project development group with a more appropriate set of skills / attitudes

Trina Clickner has over twenty five years of experience delivering successful information and technology solutions. With a broad background in corporate sales, marketing, engineering and customer service, her past twenty three years have been devoted to mobile computing, electronic publishing and mobile software delivery solutions that are deployed worldwide.

I offer an experienced, practical, organized, and hands-on approach that results in on-time delivery and measurable results for your team. These to the point mobile publishing and consulting services will help you create, promote and use technology products and services with maximum effect and immediate results.

### **Consulting Services**

#### Mobile Software Solutions

First class, custom mobile references for business, special events and as digital marketing giveaways™ or information novelties for iPhone, iPad, Android, Palm, Windows Mobile, Blackberry, Symbian, etc.

#### Sales and Marketing Support

Excellent client rapport and company representation for new product introductions, demonstrations, marketing, sales, and PR.

#### Editorial and Communications

To the point writing and wordsmithing for dynamic corporate communications, product documentation, collateral, training and media kits, newsletters, web sites and press releases.

### **Background**

#### **3Com/Palm Computing**

Developer Relations Manager - Managed developer communications, events, advertising, partnerships.

#### **Apple Computer, Inc.**

Engineering Program Manager - Delivered two new Newton products - marketing & technical specifications, cross functional project management, staffing.

#### **Informix Software, Inc.**

Customer Service Program Manager - Established InformixLink online support system - operations, content, launch.

#### **GE Information Services**

Account Manager - Sold e-mail, EDI, and custom solutions to high-tech San Francisco Bay Area companies.

Systems Operator - Created and managed Pet-Net, the first consumer electronic information service for pets/animals.

#### **AT&T Communications**

Systems Programming, Marketing Support - Crafted client solutions for mainframe, mini, IBM and Xerox printing systems.

#### **Hood College, Frederick Maryland**

BA, Mathematics and German

## **Trina Clickner**

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Assignments: Project basis based on client requirements. \$120/hour or fixed fee based on project requirements/defined deliverables. Results Oriented \* Practical \* Organized \* Top Quality Work \* Predictable \* Measurable Results \* Hands-On Approach \* Team Oriented \* Experienced