

Paul C. Vollmar

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Professional Profile

Paul Vollmar recently retired as an I/T Specialist in the IBM Enterprise Application Development Practice based in Mechanicsburg, Pennsylvania. The practice is responsible for providing custom application development services for e-business solutions, including design, development, project management, system integration, testing, and other consulting services around our application development competency.

Mr. Vollmar has over 26 years of experience in technical support and services. He has over 20 years experience consulting with customers on the design and implementation of networks and networked applications, with more recent experience in Java programming, web hosting and web applications.

Experience and Accomplishments

Regional Marketing Program Administrator

Responsible for marketing of ACF/VTAM communications software to customers in Texas, Oklahoma, Arkansas, Louisiana, and New Mexico. Implemented sales programs, made customer presentations, and handled critical situations involving marketing and installation of the products. Administered national marketing programs and their reporting requirements. Over-achieved sales quota and awarded membership in the annual Systems Engineering Symposium.

Marketing Representative

Sole marketing representative on a newly-formed telecommunications team for a large process and petroleum account. Developed and managed an innovative sales effort to sell IBM 37XX communications controllers against a large competitive installation. Won the business and installed over 20 machines in the account, not only replacing the competitive installs but, by finding a new application for the controller, installing them in more than a dozen remote locations with no previous installations. Over-achieved sales quota, and awarded membership in the IBM 100% club, for two years.

Systems Engineer

Developed and marketed two Field Developed Programs. As part of a large county hospital installation, wrote and installed an outpatient billing system for the 8100 distributed computing system that was selected by the Health Industry marketing group as a basis for their nationwide 8100 marketing campaign. In conjunction with this campaign, served as the primary marketing person for this software. Also authored and marketed the VTAME Trace Analysis Program FDP while serving as a member of the Customer Assistance Center.

Sales Specialist

Responsible for communications hardware and software marketing and installation. Developed expertise in software and hardware performance modeling and served as a regional focal point for those efforts. Assigned to assist in the marketing of IBM Personal Communications software, developed an innovative demo capability that greatly enhanced the ability of the marketing representative to compete in that marketplace. Developed a reputation as a first-class customer presenter, and was utilized by the marketing team to make customer presentations even in areas outside of normal coverage responsibilities. Managed critical marketing and installation situations by coordinating IBM resources from many different disciplines and geographies.

Education and Background

- MBA in Management from Texas A&M University
- BS in Physics from Texas A&M University