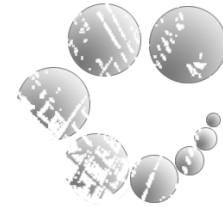


MARK STEFANCHUK

business executive
mba and cadguru

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summary

Advanced knowledge of computer aided design and software application systems development in enterprise environments. Extensive experience working for owner operators and engineering consulting firms including direct experience in building design, construction support, and facilities management. Customer focused relationship manager with ability to control complex engagements, resolve conflict, and communicate effectively to both business leaders and technology teams.

Technical Skills: C, C#, VB, VBA, ASP, ASP.NET, ADO.NET, HTML, XML, MDL, MicroStation, AutoCAD, Revit, MS Access, SQL, XML, MS Office, MS Project, CA Clarity, Workbench, Unix, Windows, Mac OSX – early experiences with Oracle, Ingres, Informix, RDBMS

Business Skills: Financial Analysis, Budget Forecast & Planning, Business Value Management, Relationship Management, Negotiations, Conflict Resolution, Talent Management, Project Management

employment history

Director, Business Development, CAD Management Resources, Inc. Gloucester, ME
June 2010 to Present

- Developed Marketing content for cadmanage.com
- Integrated cadmanage.com with Salesforce.com

Business and strategic marketing design for small but energetic computer aided design (CAD) software and services company. Primary focus on sales and product development for CADpilot Enterprise Framework.

Sr. Business Analyst (Lead Management Group), Target Corporation, Minneapolis, MN
February 2010 to June 2010

Developed enterprise IT strategy for Target.com finance and reporting technologies including e-commerce data warehouse and related systems. Analyzed business value, prioritized projects, and secured project funding. Managed release requirements, and developed strategic road maps for key business partners.

Business Analyst (Lead Management Group), Target Corporation, Minneapolis, MN
August 2006 to February 2010

- Planned budgets and executed multi-million dollar design and graphics technology portfolio.
- Supported CAD development teams in property development and merchandizing.
- Managed client facing relationships for multiple business partners; responsible for project activities in Marketing, HR, and Property Development divisions.
- Enabled Property Development Revit based BIM pilot by providing funding, infrastructure management, delivery, and support services.

Helped business partners identify and prioritize opportunities. Improve business workflow via process analysis and design automation efforts. Negotiated vendor agreements for software, and hardware purchases. Enabled

client strategies by helping to navigate funding and procurement process. Guided property engineers, and architects through transformation from out-dated design automation platform to new building information modeling (BIM) platform.

Senior Software Developer, Target Corporation, Minneapolis, MN
September 2004 to August 2006

- Saved more than 15,000 labor hours for the Stores Wireless Project. Design and development all tools and features for a system to place wireless components into a store plan and then automate bill of material reporting. Won Target's "Best Company Ever" cross-functional team award.
- Developed dynamic refrigeration and reporting software so engineers could report on refrigerant usage across store portfolio. Effort supported EPA requirements.
- Developed automation software to update merchandizing files eliminating 1000's of hours of manual processing time.

Designed and developed large cross-functional design applications employing multiple technologies. Created new automation tools for key business processes – helped clients identify process paths, design user interfaces, and automate reporting. Lead development, design, and construction phases for computer aided design application projects.

Consulting Partner / Owner, Ramsey Systems Incorporated, Huntsville, AL
September 1998 to September 2004

- Co-founded Ramsey Systems Inc. a design automation consultancy specializing in computer-aided design for architecture and engineering organizations.
- Grew company from a single account in 1998 to more than forty accounts by 2002 – key clients included Lockwood Greene, JJ&G, Georgia DOT, and Alabama DOT.
- Developed cadgurus.com an innovative web destination for CAD professionals – Free software tools page continues to receive more than 650 unique views per month.

Formed Ramsey Systems in 1998 as a software consultancy to meet the growing demand for cost-saving design automation software in Architecture and Engineering organizations. Developed MicroStation MDL applications for Right of Way Design, Bridge Design, and Mechanical systems design. Trained architects in the use of 3D Project Architect. Developed MicroStation VBA productivity tools for architecture, mechanical, and electrical drafting.

Early Career, May 1989 to September 1998

Contract Mechanical Design Engineer 1994 – 1998, Fluor, Power Engineers, Frucon Engineering
Designed mechanical building systems for clean room design, provided construction support. Trained and supported 3D designers using Intergraph (PP&M) applications PEHVAC, PDS EQP, PARCH and Design Review Systems.

Intergraph 1990 – 1994:

Customer Engineer / Application Engineer - Certification and support of PE-Pipe, and PE-HVAC. Sales support for PDS Instrumentation, and Project Engineering series of applications for building design. Sales support for hardware, PDS, and AEC software.

Hudson Bay Mining & Smelting Company 1989 – 1990:

Designed mechanical systems for mining and process facilities. Provided engineering and construction support for mine dewater systems, boiler feed pumps, waste treatment facilities, and lab exhaust systems.

education

Master of Business Administration, May 2008, Carlson School of Management, University of Minnesota
Bachelor of Science, May 1989, University of Manitoba, Mechanical Engineering
Bachelor of Science, October 1987, University of Winnipeg, Mathematics