
JASON WRAY

• jason@visualcv.com



Aug 2009 - Present

Solutions Project Manager

Intellifiber Networks

Intellifiber Networks is an independently run, wholly-owned division of Cavalier. With a state-of-the-art fiber optic network spanning 17,000 route miles, Intellifiber offers reliable and efficient network and data solutions for carriers, enterprise and government customers.

Demonstrate a blend of project management, account management, customer relationship management, and solutions engineering and pricing to support key business goals and objectives. Work closely with sales, solutions engineering, network engineering, and senior management to help generate revenue and achieve substantial business growth.

- Project Manager for all Ethernet over Copper (EoC) products and solutions
- Solutions Engineer/Pricing Analyst for the Carrier & Wholesale Sales division of Intellifiber Networks
- Maintain, operate, and support the company's internal Customer Relationship Management (CRM) business software tool, Salesforce.com
- Key account manager for the company's largest account, Cavalier Telephone LLC

Feb 2008 - Jul 2009

Recruiting Manager / Account Executive

VisualCV, Inc. is a Web 2.0 start-up technology company that transforms the traditional resume into a media-rich, career portfolio management tool.

Developed innovative and creative methods of business development, project management, marketing, and recruiting to achieve key strategic business goals, while working closely with the CEO and other company senior leaders, the internal team, and investors on a daily basis. One of three principal account executives primarily responsible for generating and maintaining beneficial strategic business relationships to maximize product exposure, create business growth, and increase membership.

- Assisted in building our company's membership from 0 to over 150,000 members in 17 months.
- Helped acquire and manage over 700 company accounts ranging from Fortune 500 companies to small businesses.
- Created and presented educational webcasts for the Learning & Talent Development Team at Heidrick & Struggles International Inc. (Public, NASDAQ: HSII).
- Designed, developed, and implemented a strategic plan to successfully manage all of Heidrick & Struggles unsolicited resumes which comprise of over 500 client/candidate resume submissions per week (20% of our daily traffic).
- Assembled and managed a team of professionals to execute projects which modernized the way search consultants at Heidrick & Struggles deliver effective leadership teams for their clients.
- Met regularly with the Managing Partners and Knowledge Managers from the Financial Officers Practice at Heidrick & Struggles to demonstrate how our integration strategy would provide added value to their candidate search process.
- Initiated and executed sourcing strategies to identify mid to senior level executives and connect them with job opportunities posted on VisualCV.com by utilizing our Professionals Directory as the primary source to find qualified candidates.

Oct 2005 - Feb 2008

Hospitality Expert

Coastal Flats, Great American Restaurants

Supervised daily opening and closing tasks, work activities, and train and develop new hires with an emphasis on customer service and relation skills.

Dec 2004 - Oct 2005

Customer Service Representative

In charge of cash management and control, account management, customer service, and sales.

Jun 2002 - Dec 2002

Logistics Admin Specialist

- Member of logistics support team training new Federal Security Agents at Los Angeles, Las Vegas, and other regional airports in southwestern United States.
- Developed staffing models for training staff at five Southern California airports.
- Established logistics data base for inventory, back orders, customer service issues, and the management of supplies for new 3200-person federal screening force at LAX.

Sep 2006 - May 2008

Bachelor's Degree

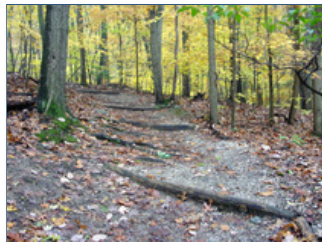
GPA of 3.80

- Graduated with Honors, magna cum laude
- Dean's List Spring 2008, Fall 2007, and Spring 2007
- Mason Leadership Institute Participant in 2008
- Team Leader for Alternative Breaks in 2008

Great Falls National Park



Park Cleanup



Park Conservation

Martin County Florida Volunteer

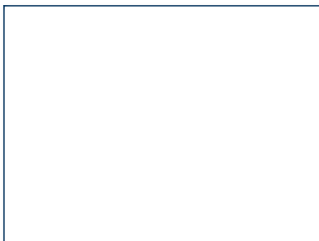


[Click to Read Article from th...](#)

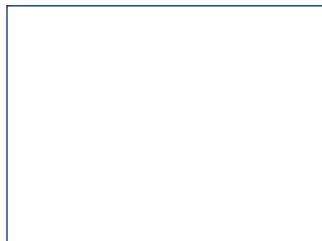
Linkedin



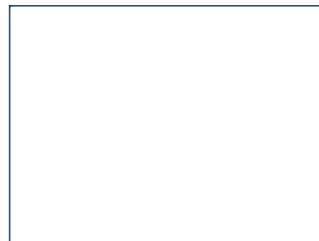
VisualCV in the News



VisualCV on CNN



VisualCV on NPR



VisualCV on GMA

Examiner.com



[Click to read article...](#)

Summary

To utilize my strengths as a leader in business development, project management, marketing, or communications-related field. A reliable self-starter with a strong work ethic and leadership experience who demonstrates excellent communication and team-building skills.

Recommendations

"I had the pleasure of working with Jason at VisualCV. He brings great energy and passion to the workplace and produces results well above expectations. I would work with him again anywhere." April 28, 2009

Clint Heiden, Co-founder & CEO, VisualCV, Inc.

President, Intellifiber

Managed Jason at VisualCV, Inc

"I highly recommended Jason. No matter if he is working on a project with a Fortune 500 company or assisting a user in a customer support role, he does it with integrity and delivers on what is expected. Jason's dedication to getting the job done right and his positive attitude will make him a true asset to any team." July 7, 2009

Chris DiCosmo, VP, Channels & Strategic Partnerships, VisualCV, Inc.

"Jason was a delight to work with and has a very positive and upbeat attitude. He was always willing to dive into new projects and has great attention to detail. Jason also has exceptional customer service skills and was devoted to ensuring that our customers got top notch service. I would love the opportunity to work with Jason again in the future!" June 17, 2009

Leslie Reid, Business Development Manager, VisualCV, Inc.

Marketing Manager, Intellifiber

Managed Jason at VisualCV, Inc.

"I became a VisualCV creator with the encouragement and support of Jason. He is a terrific ambassador for the VisualCV product. A highly reliable professional, Jason is always available to help me resolve design issues for my clients. He is responsive, knowledgeable, and has a great personality. Couldn't do it without him!" May 21, 2009

Lucille Pearson, President, Global Resources

"Over the past year Jason has been a tremendous help to me in my client work with VisualCV. He has been diligent in following through on requests for services even at the last minute. I know I can count on Jason to get things done and to help me navigate through issues that arise. He is dedicated to customer service and has a sense of urgency around customer satisfaction. Jason is an excellent team player who is always ready to step up to the plate and deliver. He has been a great resource to me and my business." April 26, 2009

Eddie Turner, Principal, Turner Technologies LLC

Consultant, Heidrick & Struggles

"Jason provided me with technical and marketing assistance on several occasions. He was extremely generous with his time, and always did whatever was necessary to get the job done. I have found Jason to be creative, resourceful and responsible. I look forward to having the opportunity to work with him again!" April 25, 2009

Top qualities: Personable, On Time, High Integrity

Ford Myers, Career Expert, Career Potential

Hired Jason as a VisualCV Representative in 2008

