

TIMOTHY F. PEARSON

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I believe my entrepreneurial drive and creative spirit can be successfully used in any environment.

COMMUNITY VOLUNTEER, 2000 – CURRENT

I've been a Lay Minister, Vestry member, and on the Episcopal Diocese of New Hampshire's finance committee. Since 2002, I've been a foster parent and in 2005 an adoptive parent. In town I serve as a trust fund trustee and on the budget committee.

SOFTWARE SOLUTIONS, INC. DULUTH GA (Acquired by Infor Distribution Essentials, 2004)

CHIEF OPERATING OFFICER 1999 – 2000, VICE PRESIDENT OF SALES 1997 – 1999

- As COO, responsible for the daily operations of a national software company with multiple locations, three major product lines, 125 employees and over 5,000 customers. Oversaw a major customer upgrade cycle to Year 2000 software.
- Negotiated contracts with strategic OEM software relationships including territory, pricing, terms and language.
- Handled most legal challenges for the firm, investigating and negotiating settlements, including releases.
- Conducted strategic planning, executive business partner and executive customer review sessions.
- Responsible for general channel management including: setting pricing, terms, territory performance standards, partner quality performance, adjudicate channel sales disputes and resolve difficult end user complaints. Monitored channel activities through frequent field visits, executive briefings, and seminar speaking engagements.
- Host and speaker for annual user and business partner conference (Last conference: Las Vegas).

PEARSON & ASSOCIATES, INC., INFORMATION CONSULTING GROUP, INC., PRESIDENT, 1992 – 1996

- Founded Pearson & Associates, Inc. 1991, purchased Information Consulting Group, Inc. (ICG), 1992. At height of business, grew to three locations (Tampa, Orlando, Jacksonville). Sold to Software Solutions, 1996.
- Managed development and roll out of warehouse management and service accounting software.
- Lead executive briefings and influenced decisions in key account situations to close business.
- Taught classes on warehouse management, inventory control, Unix, marketing, sales and territory management.

IBM CORPORATION, 1982 – 1991, VARIOUS LOCATIONS AND POSITIONS

1987 – 1991, Tampa Florida, Marketing Representative (Last position as an IBM employee)

- Consistently exceeded new account objectives and grew market share annually by implementing sales and marketing programs for business partners, and driving multiple marketing activities in territory (see Awards).
- Developed software and authored various manuals. Notable: national IBM Application Solutions Marketing.

RECOGNITION and AWARDS

- Lead company to national #1 Business Partner status in '93. '94 for Software Solutions, and twice awarded TOP GUN for outstanding sales as IBM Agent '92. Selected to display at the IBM stockholders meeting '91.
- Appeared on WFLA-TV (Tampa NBC affiliate) segment "Driven to Succeed" which aired election night 1988.
- Numerous IBM awards: top ranked performer for Florida: #4 in '88, #2 in '89, #5 in 1990, Branch Managers Award, 100% Club '88 – '89, suggestion awards (\$15k+), national IBM contest with elaborate trip/events.

ACADEMIC and PROFESSIONAL EDUCATION

- Bachelor of Arts from Oberlin College, Oberlin, Ohio 1982
- Granite State College, Concord, NH, Child Development credits for Foster and Adoptive Parents 2002- Current
- University of Industrial Distribution (Industrial Supply Association), University of Alabama, 1997
- IBM Distribution Masters Class, University of Virginia, Colgate Darden Graduate School of Business (Cert. 1988)
- IBM Education: Sales and Marketing (Cert. 1988), Technical Writing (Cert. 1986), Programming (Cert. 1986)
- Editorial Assistant to author James F. Fixx (famous for The Complete Book of Running), 1980