

Ian Paton

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OBJECTIVE

To obtain a position as a Web Developer, Web Administrator, and/or Programmer (backend) wherein I can utilize the skills that I have developed from the Information Technology Diploma program and learn additional hands-on skills. I seek to work in an environment that will challenge me further while allowing me to contribute to the continued growth and success of an organization.

SUMMARY

I am a mature student who graduated from the two year Information Technology program at Nova Scotia Community College in May 2011. The first year was a common year where everyone in the program took the same courses like Internetworking, Operational Systems, System Analysis and Design, and, this was completed 2009/2010. Year two of the program my concentration was in the field of Web Development. The reason I took this program is because of the downturn in the economy in 2008 my Technical Sales Position came to an end. In my previous career I was a seasoned sales professional and was in the field for over 15 years in Atlantic Canada. I am a very energetic, organized, and dedicated individual with a high focus to detail.

EDUCATION

2009-2010 Information Technology Diploma Program,
Nova Scotia Community College
Halifax, Nova Scotia, Year 1 (Common Year)

2010-2011 Information Technology Diploma Program,
Nova Scotia Community College
Halifax, Nova Scotia, Year 2 (Web Development)

RELEVANT EXPERIENCE

Front End Web Developer (work-term unpaid)

Electric Playground Media

(April 2011 – June 2011)

- Various duties utilizing HTML, XHTML, CSS, JavaScript, PHP, Content Management Systems, Photoshop in developing various websites.

System Administrator (work-term paid)

Clean Nova Scotia, Dartmouth, Nova Scotia

(June 2010 - Aug 2010)

- Various duties including: analyzing computer systems, troubleshooting, Internetworking, and daily maintenance on Windows Server 2003.

ADDITIONAL EXPERIENCE

Technical Sales Representative and lead pump specialist.

Atlantic Purification Systems Ltd, Dartmouth, Nova Scotia (Jan 2008 – Nov 2008)

- Secured the largest project in Nova Scotia at 500,000.00 in 2008
- Supervised, trained, and delegated staff in relation to project management and completion.

Technical Sales Representative

ITT Industries, Halifax Nova Scotia (Oct 2001 – Jan 2008)

- Gradually increased my sales per year to finish of 2007 at 1.9 million
- Secured companies as customers that were never held by previous employers

Technical Sales Representative

Romatec Ltd, Dartmouth, Nova Scotia (Nov 1998 – Aug 2001)

- Achieved great success developing long term relationships both with customers and Stakeholders.

EMPLOYMENT TRAINING

2006	Increased Leadership Effectiveness Course
2005	VBSS (Value Based Six Sigma) Greenbelt completion and certification
2004	Certificate in Time Management – PBBA Atlantic
2003	Skills for Sales Success – Canadian Professional Sales Association
****	Extensive Corporate sales management and product training completed over the past 15 years and can be provided upon request.

VOLUNTEER/COMMUNITY INVOLVMENT

- Cole Harbour Soccer Club ~ Coach (for the past 15 years)
- ACWWA (Atlantic Canada Water Works Association) ~ Past Board Member
- MPWWA (Maritime Provinces Waste Water Association) ~ Past Board Member
- ABEA (Atlantic Branch Equipment Association) ~ Past President
- MANS (Mining Association of Nova Scotia) ~ Past Board Member
- Cole Harbour Soccer Club ~ Past Executive Member