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PETER KAHN

RESUME

## EMPLOYMENT

### **2001- Present: Product Manager, The Cobalt Group, Seattle WA.**

Responsible for product management, marketing, strategy, and business attainment for Cobalt's Dealer Advisory Services products. Duties include market research, product vision, specifications, product launch and postlaunch management. Successfully launched three products with multiple product cycles.

### **2000-2001: President, Bright Pearl Productions, Seattle, WA.**

Ran a leading edge media company that provided web, multimedia, design, and video services. Exceeded yearly revenue, profit, and market share goals.

### **1997-2000: Client Services Executive IBM Global Services, Seattle WA.**

Responsible for developing network consulting and professional services opportunities at Washington Mutual. Objectives were revenue growth, profit, and client satisfaction. Accomplishments include successful projects that restructured the corporate web site for Internet banking, migrating all voice and data networks from acquired companies to a unified common infrastructure, and rebuilding information systems to support the client's new business acquisition model. Consistently exceeded all assigned objectives working with IBM Global Service's largest outsource client in the United States.

### **1993-1997: Business Unit Executive for IBM Corp., Seattle, WA.**

Managed IBM's telecommunications product marketing and services team. Responsible for all IBM clients in the Pacific Northwest and Rocky Mountain states. Business objectives were revenue, profit, and market share growth.

### **1988-1993: Senior Systems Engineering Manager for IBM Corp., Seattle, WA.**

Managed technical and services organization tasked to provide enterprise systems, database, and data communications support to Boeing Commercial and Defense Lines of Business. Objectives were client satisfaction, market share, and revenue growth. Accomplishments include implementing and providing management support for information systems necessary to design and build Boeing's new 777. Consistently exceeded all objectives for IBM's most strategic West Coast client.

## EDUCATION

**Masters in Business Administration: Oregon State University, 1982**

**Bachelor of Arts, English: San Jose State University, 1980**

**Certificate in Marketing Communications: University of WA, 2002**

**Certificate in Film and Video: University of WA, 1997**

**Certificate in Documentary Production: University of WA, 1998**



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**RESUME**

**S K I L L S**

- **Design**
- **Video**
- **Motion Graphics**
- **Media Integration**
- **Web**
- **Print**
- **Project Management**
- **Business Management**
- **Marketing**
- **Client Relations**
- **Information Systems**
- **Communications**