

FRANCIS ANDREW TAPON

315 Pepper Avenue

Hillsborough, CA 94010-6433

Note: Willing to relocate to any location

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experience

2007 – 2008

BOOKNOLIA

REDWOOD SHORES, CA

Chief Evangelist

- Led fund-raising efforts and built Board of Advisors.
- Created marketing strategy to increase the number of users.

2004 - 2006

MICROSOFT CORPORATION

REDMOND, WA

Business Intelligence Project Manager

- Designed and implemented Microsoft Business Scorecard Manager throughout global operations.
- Managed a project that created and maintained over 60 scorecards.
- Correlated corporate goals and processes to key performance indicators (metrics) in 24 divisions.
- Delivered and implemented solution in less than 18 months.

2001-2004,

1992-1995, 1991

HITACHI DATA SYSTEMS

SANTA CLARA, CA

Senior Product Marketing Manager

- Delivered the keynote for major launches in Dominican Republic, Argentina, Chile, and Australia.
- Developed business plan for five new software products expected to generate \$67M.
- Helped make software revenues grow from 1% of company revenue to 15%.
- Analyzed over 40 companies that wanted to have a strategic relationship.
- Invented and executed the Fast Filter process to analyze all potential strategic alliances.
- Took three software products to market as the Product Marketing Manager.
- Conducted a road show in 20 cities in North America in 6 weeks to promote a product.
- Performed sales support by traveling regularly to new subsidiaries in Argentina, Chile, Colombia, Mexico, and Venezuela.

1997-2000,

1995

SIGHTech VISION SYSTEMS

SAN JOSE, CA

Co-Founder and Vice President of Sales and Marketing

- Closed over \$2M in sales, include to Becton Dickinson, P&G, IBM, and Raytheon.
- Established and managed over 50 resellers worldwide.
- Wrote the business plan to attract investors and develop a strategic focus.
- Negotiated with OEMs and potential acquirers.
- Led development of marketing materials, producing various brochures and data sheets.
- Recruited, selected, and managed new employees.
- Sold 20% equity stake.

education

1996-1997

HARVARD BUSINESS SCHOOL

BOSTON, MA

Master of Business Administration degree. Led a service robot industry field study team. Elected Co-President of Harvard West Club, Vice President of Small Business and Entrepreneurship Club, and Co-President of Volleyball Club (won Championship). Member of Venture Capital Club.

1988-1992

AMHERST COLLEGE

AMHERST, MA

Bachelor of Arts Degree with honors (*cum laude*). Managed a \$330,000 budget as the elected Treasurer of Student Body. Led Volleyball Team, as Captain, to first (and only) Championship. Elected Senator. Elected Class Representative twice.

personal

USA and EU citizen. Fluent in French and Spanish. Proficient in Italian and Portuguese. Basic knowledge of Japanese and Russian. Traveled 65+ countries. Web developer. Board member of the Burr Oak Coal Corporation. Hiked the 2,650-mile Pacific Crest Trail, the 2,168-mile Appalachian Trail, and 5,800 miles on the Continental Divide Trail with the support of ten sponsors. Author of *Hike Your Own Hike: 7 Life Lessons from Backpacking Across America* and *The Hidden Europe: What Eastern Europeans Can Teach Us*.