Phone (305) 906-0082
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Louis A. Maglio

Professional experience

2013 – present   **Cris Kirkwood Art – Pelowski Music Managment**
– SR Web Developer: Create and manage custom art work site. Create E-Commerce storefront using PayPal integration and Zen Cart. Manage Wordpress sites, plugins, updates. Create custom banners and digital stationary for marketing materials.
– Support: Technical support for all ordering, fulfillment, inventory, content management, and financial transactions.

2013 – **Building Trades Association,** Boca Raton, FL 33041
– SR Web Developer: Create and manage members web sites. Create E-Commerce storefronts. Manage Wordpress sites, plugins, updates. Create custom banners and digital stationary for members. Create custom Wordpress Plug-ins and Themes for clients.
– SEO: Create and manage custom SEO campaigns, web sites, landing pages, blogs and articles. Facebook, YouTube and cross channel marketing plans, manage content and campaigns to meet search placement goals.

2011 - 2012 – **The World Takes (Contract)**
 PO Box 113, Lambertville, NJ 08053 - 856.304.1066
– Web Developer – Create and manage web site, create music and video section, include Bandcamp and iTunes downloading..

2011 - 2012 – **Strawberry Comics – Red String (Contract)**
 Port St Lucie, FL - 678-215-5960
– Web Developer – Create and manage web site, create and manage E-Commerce storefront and subscription database. Manage Ebay comic storre.

2010 – 2011   **Oasis Outsourcing – (Contracted to JRWA)**
Pompano Bch, FL 33040
– Advertising Account Executive – Manage existing accounts and sign new accounts, meet quotas, direct sales campaigns.
– Marketing/Sales Initiatives – Create custom Internet, Print, TV and cross channel marketing plans, manage content and campaigns to meet sales goals.

2006 – 2007   **Cooke Communications** - Florida Keys.Com
3420 Northside Drive. Key West, FL 33040 (305) 295-1600
- Internet Sales Account Executive, Marathon to Key West Area
- Web Content and Ad Development

2003 – 2006   **Falco Beat Productions**
22825 Cudjoe Drive. Cudjoe Key, FL 60653 (305)744-9900
 - Director Internet Media – MySpace, iTunes, E-Commerce Sales, Internet site creation, management of multimedia and web based files.

1999 – 2003   **Mercantec Inc.**   http://www.mercantec.com/
900 East Diehl Rd, Suite 101. Naperville, IL 60653

- Director of E-Commerce Sales and Support

- Executive Account Manager - Nippon Telephone & Telegraph (NTT) Verio, AOL, IBM, Gateway, Ameritech, BellSouth, SBC, SGI

- Client Systems Integration for web server systems and Mercantec E-Commerce products.

Education

1989 - 1993   **Palm Beach Atlantic University**
901 S. Flagler Dr., West Palm Beach, FL 33401

Bachelor of Science/ Political Science

Editor-in-Chief of the PBAU College Newspaper, *The Rudder*

Award of Excellence for performance as Editor

1991 Who's Who in US Colleges

1974 - 1978   **Gloucester Catholic HS**.
Gloucester, NJ

HS Diploma/ Business

Photo Journalist for Yearbook, *The Ram*

3 Varsity Letters

Responsibilities

Previously, I managed the E-Commerce presence at PayPal and Internet site for Campbell Cannon and other web sites. I managed the online ordering process, fulfillment and distribution of all their marketing and merchandise sales. I have previously served as an Executive Account Manager at Floridakeys.com (Cooke Communications, Co) from 2006 -2007 and serviced a variety of local private businesses, non-profit organizations, and large corporations. My accounts included established businesses like Green Parrot, large corporations like the Casa Marina and Marriot, as well as non-profit organizations like the TDC and Project Lighthouse. I have create a variety of web sites that included Google advertising, e-commerce and web based services in a variety of programming languages.

Managerial

Accounts included: Verio/Hiway, RapidSite, AOL, SBC, BellSouth, GTE, Ameritech, Gateway, Silicon Graphics (SGI).

As Director of Sales Support and Implementation, I was responsible for the support and performance of the accounts mentioned above. In addition, I was involved in Pre-Sales support and available to sales staff for pre-sales telephone and on-site presentations. During my tenure, the NTT/Verio account doubled in licensed activation's of our software and doubled matching revenue for the MRR (monthly recurring revenue). My duties included presenting the current Mercantec product line to executive and technical staff of each account and performing sales presentations for future product line. I was also responsible for the delivery and successful installation of the product to each company.

Web Sites	Www.theworldtakes.net	www.campbellcannon.com/
	www.strawberrycomics.com	www.crikirkwoodart.com

Additional Web Sites available upon request. Extensive library available on CD.

References

Kathy Gilbert POTC. Royal Palm Beach, FL. Phone: 561.706.5169

Anita Mixon Palm Beach Gardens, Fl 33040. Ph – 561-598-9977

Dennis Pelowski: Pelowski Music Management - St Paul, MN 612-387-8124

Additional references available upon request.

Objective

I am looking to continue in a senior level Web Design and E-Commerce position and transfer my varied sales, multimedia and technical experience and knowledge to individuals or organizations that require professional, complete and highly technical services. I would like to use my private sector experience managing large global accounts, large-scale tasks and E-Commerce based solutions in my next position. And, I would like to continue working in a fun and challenging work environment.

Programming

Win XP, Windows Win 2000 ,Vista, Windows Workstation, CSS, XML, HTML, JAVA. OS Commerce, Able Commerce Shopping System (Cold Fusion based e-commerce), Mercantec Shopping Cart, Autocart Shopping Cart,PayPal, E-Bay, PayPal Virtual Terminal, IRIX 6.2/6.5 (SGI version UNIX), FreeBSD RedHat , MS Front Page, Dreamweaver, Adobe Photo Shop CS3, CS4, GoogleAds, Ebay auctions and storefronts. Macromedia Applet Ace, Macromedia Shockwave. Windows Office applications including, Word, Excel, MS Project Manager, PowerPoint. Macafee and Mackeeper experience. And some limited RoboHelp experience. Real Audio, SSL encryption, PGP encryption, some Final Cut Pro experience and server security. I have extensive experience in E-Commerce development and Web integrated database applications used in a secure environment.