GREG DAVIS

Greg.Davis@hp.com
P.O. Box 2851, Redmond, WA 98073
(425) 761-3998
Greg-Davis.com

OBJECTIVES

Obtain a position that enables me to solve challenging problems and produce impactful results that make a real difference to the company.

SKILLS

- **Leadership**: Gathering support for business objectives, translating it into clear instructions, motivating the workers, and driving excellence throughout the organization.
- **Communication**: Whether targeted to executives, engineers, account teams or customers, in writing or verbally, getting the message through clearly is a key to success. I bring thoughtful attention to detail and nuance into each message.
- **Program/Project Management**: Establishing a clear line of sight between good ideas and good products and executing within budget and on time.
- **Innovation**: Taking problems others eschew and delivering practical solutions that meet the business requirements.
- **Drive and Determination**: Facing all challenges with an open mind and a strong commitment to deliver results.
- **Global Reach**: I have long experience with managing geographically disparate teams, and cultural awareness of the key lower cost sites. I can help you organize multi-geography projects and avoid the common pitfalls.

EXPERIENCE

Hewlett Packard *Manager of Engineering Programs* *November 1996 – Present*

Manage teams responsible for delivering support of HP servers running third party operating environment. Establish and maintain partnerships with OS vendor partners. Deliver support for emerging solutions and operating environments, such as cloud appliances and IPTV platforms.

Biles & Associates *Network Manager* *June 1993 – November 1996*

Install and manage the Servers, PCs, and networks for a small software company. Troubleshoot and resolve any computer or network issues, and provide support for new technologies being integrated into company operations.

Digital Equipment Corporation

Software Specialist (Presales Support) *1986 – 1993*

Analyze customer business problems and develop complex solutions to address the requirements. Facilitate sales in quoting and delivering solutions. Assist customers with installation and initialization of the solution. Troubleshoot issues with installed solutions and recommend resolutions or upgrades.

British Petroleum

System Manager *1982 – 1986*

Install, manage and maintain several clusters of VAX servers. Administer security and access for the computers. Develop software solutions to business problems.

Landata, Inc.

Software Developer *1979 – 1982*

Develop innovative software to facilitate automation of Stewart Title's data gathering and processing. Discover and develop new technologies for improving the human usability of computers for non-technical individuals.

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