

## DAVID W. PAUL

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### PROFESSIONAL EXPERIENCE

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**2013 –**

**CHEMICAL ABSTRACTS SERVICE**

*(a division of the American Chemical Society):* **Columbus, OH**

Oct 2013 – present

**Systems Engineer/Database Administrator**

**2010 – 2013**

**IBM (formerly Sterling Commerce): Dublin, OH**

**1997 – 2010**

**STERLING COMMERCE, INC. (an AT&T Company): Dublin, OH**

Oct 2010 – Jul 2013

**Software Engineer (Sr. Database Administrator)**

Nov 1999 – Oct 2010

**Database Administrator**

Oct 1998 – Nov 1999

**System Analyst, Business Systems Development**

Oct 1997 – Oct 1998

**Training & Automation Specialist**

Supported local, regional and international sales force through development and management of sales force automation and CRM tools. Documented sales processes, developed recommendations for process improvement, managed development of new and improved sales tools. Trained sales force in use of Vantive customer asset management system. Planned, designed, installed and maintained a variety of enterprise database systems supporting software engineering activities, including Microsoft SQL Server Enterprise, DB2 UDB Enterprise (7,8,9,10), Oracle Database (8i, 9i, 10g, 11g), Oracle Real Application Clusters (RAC), Informix Dynamic Server 10, Microsoft Access, Sybase ASE as lead DBA supporting development and QA teams for a variety of e-Commerce and B2B software products and services. Project management and negotiation.

**1993 - 1997**

**COMPUSERVE INCORPORATED: Columbus, OH**

Aug 1996 – Oct 1997

**Tracking Manager, Commerce & Communications**

Developed software tools and managed processes for sales management, performance tracking and reporting of online advertising. Designed and implemented tools and techniques to track and report on advertising impressions and responses on proprietary online service and related Web sites. Developed and supported custom databases using Microsoft Access, System 1022 and other PC and mainframe platforms and designed applications in Microsoft VBA and other application programming languages.

Mar 1993 – Aug 1996

**Marketing Coordinator, Interactive Marketing Group**

Analyzed and reported on online sales and usage and trends in interactive marketing industry. Developed and managed host- and PC-based sales tracking, commission and contest management systems and software for online retail storefronts. Provided support to sales team and account representatives in resolving client issues and questions. Designed, prepared and edited client presentations using PowerPoint, other presentation tools. Developed, implemented, managed and evaluated performance of online promotions.

### OTHER RELEVANT EXPERIENCE

CompuServe Incorporated (Columbus, OH) / End User Support Representative II

CompuServe Incorporated (Columbus, OH) / Product Marketing Associate

Commodore Business Machines, Inc. (West Chester, PA) / Consumer Telecommunications Manager

Scanray Corporation (Harbor City, CA) / Washington (DC) Regional Manager

Intex Incorporated, Security Products Div. (Bethesda, MD) / Technical Services Manager

Cableform Incorporated (Troy, VA) / Project Engineer

### EDUCATION

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University of Virginia/Piedmont Virginia Community College, Charlottesville, VA –

Coursework toward B.S. degree with intent to major in Electrical Engineering – no degree  
Albemarle High School, Charlottesville, VA