

Greg Skloot

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Education

Northeastern University

Candidate for Bachelor of Science in Business Administration

Concentration: Management Information Systems

Minor: Technology Entrepreneurship

Honors: TJX Competition Final 4 winner, Dean's List, Honors Program

Activities: Entrepreneurs Club Executive Board, IDEA Coach, Club Cycling

Boston, MA

May 2012

GPA: 3.8

Professional Experience

Northeastern Entrepreneurs Club

President

Boston, MA

May 2011 - Present

- Lead one of the largest student orgs in the College of Business: 1,500+ listserv members
- Manage 5 programs including the Husky Startup Challenge and iMadeIT Code Classes
- Oversee 18 student Directors focused on marketing, operations, finance & project management
- P&L responsibility for \$25,000 budget and high traffic events bringing top executives to campus

.406 Ventures

Student Fellow

Boston, MA

Dec. 2009 – Oct. 2011

- Participate in the venture capital process of a \$170M investment firm
- Identified 80 student run start-ups in the Boston area seeking venture funding
- Lead recruiting and interviewing at 25+ college campuses for program expansion
- Collaborate with Fellows team to evaluate potential investments

Quiree

Chief Executive Officer (CEO)

Armonk, NY

Jan. – Sept. 2011

- Co-founded tech start-up while on co-op in Durham, NC near Duke University
- Collaborated with CTO to architect 12 software features and UX requirements
- Responsible for front end design and client side scripting for 25,000 lines of code
- Developed initial company marketing message and go-to-market strategy

DigitalSmiths

Project Manager

Durham, NC

Dec. 2010 – May 2011

- Managed 5 different social media marketing channels including Facebook & Twitter
- Executed high-touch customer VIP program at 90,000 attendee industry trade show
- Created cloud-based KPI dashboard to deliver 20+ company metrics to top management
- Conducted market research on over 15 competitors to present to sales executives

Armonk Web and Computer Solutions

President and Chief Executive Officer (CEO)

Boston, MA

Mar. 2005 – May 2011

- Built thriving IT business from the ground up with 150+ clients throughout the U.S.
- Serve as lead technician for troubleshooting and repairing client computer systems
- Developed interactive websites for 80+ businesses across the country
- Act as senior web developer and programmer: graphic design, XHTML and CSS programming

Cisco Systems

Lab Operations Engineer

Richardson, TX
Jan. – June 2010

- Maintained \$10M datacenter with 3,500 pieces of computer networking equipment
- Configured and repaired enterprise routers, switches, firewalls and servers
- Recreated segments of customer network topologies at the OSI layer 1, 2 and 3 level
- Designed and taught CCNA certification training program for 30 summer interns

Husky Startup Challenge

Director

Boston, MA
June 2010 – Dec. 2010

- Manage Northeastern University's entrepreneurial start-up competition
- Raised \$15,000 and secured corporate sponsors for the program
- Organize Boot Camps and 150+ attendee gala event
- Recruit students from 9 separate NEU colleges to participate in the initiative

Computer Skills

Certification: Cisco Certified Networking Associate (CCNA) and CompTIA A+ Certified Professional

Languages: XHTML and CSS

Applications: Cisco IOS; Adobe Dreamweaver, Photoshop; Core FTP; Microsoft Word, PowerPoint; CMS MS

Exposure to: PHP; MySQL; JavaScript; Microsoft Excel and Access, Adobe InDesign; Joomla; VMware

Interests

Cycling, design, fitness, nutrition, hiking and technology.