Ian Paton

53 Kearney Lake Rd - Halifax, Nova Scotia - B3M 2S6

Home: (902) 457-5600 | Email: ian.paton@ns.sympatico.ca | EPortfolio: www.ianpaton.com

OBJECTIVE

To obtain a position as a Web Developer, Web Administrator, and/or Programmer (backend) wherein I can utilize the skills that I have developed from the Information Technology Diploma program and learn additional hands-on skills. I seek to work in an environment that will challenge me further while allowing me to contribute to the continued growth and success of an organization.

SUMMARY

I am a mature student who graduated from the two year Information Technology program at Nova Scotia Community College in May 2011. The first year was a common year where everyone in the program took the same courses like Internetworking, Operational Systems, System Analysis and Design, and, this was completed 2009/2010. Year two of the program my concentration was in the field of Web Development. The reason I took this program is because of the downturn in the economy in 2008 my Technical Sales Position came to an end. In my previous career I was a seasoned sales professional and was in the field for over 15 years in Atlantic Canada. I am a very energetic, organized, and dedicated individual with a high focus to detail.

EDUCATION

2009-2010 Information Technology Diploma Program,

Nova Scotia Community College

Halifax, Nova Scotia, Year 1 (Common Year)

2010-2011 Information Technology Diploma Program,

Nova Scotia Community College

Halifax, Nova Scotia, Year 2 (Web Development)

RELEVANT EXPERIENCE

Front End Web Developer (work-term unpaid)

Electric Playground Media

(April 2011 – June 2011)

• Various duties utilizing HTML, XHTML, CSS, JavaScript, PHP, Content Management Systems, Photoshop in developing various websites.

System Administrator (work-term paid)

Clean Nova Scotia, Dartmouth, Nova Scotia

(June 2010 - Aug 2010)

• Various duties including: analyzing computer systems, troubleshooting, Internetworking, and daily maintenance on Windows Server 2003.

ADDITIONAL EXPERIENCE

Technical Sales Representative and lead pump specialist.

Atlantic Purification Systems Ltd, Dartmouth, Nova Scotia

(Jan 2008 – Nov 2008)

- Secured the largest project in Nova Scotia at 500,000.00 in 2008
- Supervised, trained, and delegated staff in relation to project management and completion.

Technical Sales Representative

ITT Industries, Halifax Nova Scotia

(Oct 2001 – Jan 2008)

- Gradually increased my sales per year to finish of 2007 at 1.9 million
- Secured companies as customers that were never held by previous employers

Technical Sales Representative

Romatec Ltd, Dartmouth, Nova Scotia

(Nov 1998 – Aug 2001)

 Achieved great success developing long term relationships both with customers and Stakeholders.

EMPLOYMENT TRAINING

	completed over the past 15 years and can be provided upon request.
****	Extensive Corporate sales management and product training
2003	Skills for Sales Success – Canadian Professional Sales Association
2004	Certificate in Time Management – PBBA Atlantic
2005	VBSS (Value Based Six Sigma) Greenbelt completion and certification
2006	Increased Leadership Effectiveness Course

VOLUNTEER/COMMUNITY INVOLVMENT

- Cole Harbour Soccer Club ~ Coach (for the past 15 years)
- ACWWA (Atlantic Canada Water Works Association) ~ Past Board Member
- MPWWA (Maritime Provinces Waste Water Association) ~ Past Board Member
- ABEA (Atlantic Branch Equipment Association) ~ Past President
- MANS (Mining Association of Nova Scotia) ~ Past Board Member
- Cole Harbour Soccer Club ~ Past Executive Member