

**John Bilinski Jr.**  
**310 Gordon Parkway**  
**Syracuse, New York 13219**  
**Telephone: 315.299.2336**  
**Email: Jack@JackBilinski.com**

**OBJECTIVE:**

Technical Education and Support. Professional installation and analysis for implementation within the business environment. A team role requiring in-depth experience and proficiency in business development, customer support, general management and engineering.

**CAPSULE:**

- Over ten years of full spectrum sales, general management, technical evaluation and development for design, function and implementation of computer systems and components for the purpose of effecting business productivity.
- Developed manufacturing procedures implementing the first commercial microcomputer systems and programmed early systems to produce quality controlled automated manufacturing processes.
- Launched new company as a computer dealer/distributor resulting in considerable exposure to networking, Intel based computer hardware, commercial software, and peripherals resulting in broad experience in business development, general management and business to business sales and marketing.
- Established and maintain multiple computer industry vendor contacts and relationships. Acquired thorough familiarity with current product offerings, operating systems, application and utility software packages from most computer systems and component manufacturers and software publishers.

**ACCOMPLISHMENTS:**

- Founded and acted as President and CEO of one of the first computer dealer/distributor corporations. Listed as number one in sales in the Albany New York Capital District Area "Business Review". Responsible for all phases of organization and operation.
- Personally computerized over 300 small to medium sized businesses.
- Authorized Novell local area network reseller/installer.
- Private Pilot, Single Engine Land, 400+ hours as pilot in command.
- Dale Carnegie Institute Sales Training.

**John Bilinski Jr.**  
**310 Gordon Parkway**  
**Syracuse, New York 13219**  
**Telephone: 315.299.2336**  
**Email: Jack@JackBilinski.com**

**EXPERIENCE:**

Sutherland Group Limited Syracuse, NY  
*Technical Telecomm Analysis Representative* 5/2003 – 01/2007  
Business-to-Business Telecomm Voice and Data Access Analysis and Sales.  
AT&T, SBC, Covad, XO Communications, ITC Deltacom technical sales representative.

GE Corporate Information Systems Schenectady, NY  
*PC Support Specialist, Help Desk* 5/96 - 2002  
Employed by a third-party contractor for GE. Assisted end users in installation, training and application support with Microsoft Windows, Office and GE custom developed applications.

Construction Information Systems, Inc. Albany, NY  
*Technical Information Specialist/Application Support* 6/95 - 2/96  
Telephone sales and site support and installation of network and stand alone PC applications, concentrating on "Construction Manager" general accounting for the construction industry.

MCS Computerland Colonie, NY  
*Business/Technical AE* 5/92 - 2/93  
Computer network systems sales to various Fortune 100 engineering, technical and other Industries. Worked directly with national and international corporate technical personnel.

**OTHER:**

80 Microcomputer Services Inc. Schenectady, NY  
*President, Chief Executive Officer*

**EDUCATION:**

Cohoes High School Cohoes, NY  
*Graduated*

Microsoft MCP (Microsoft Certified Professional) Syracuse, NY  
*Coursework Completed August 2007 - Certification Pending*

Microsoft MCDST (Microsoft Certified Desktop Support Technician) Syracuse, NY  
*Coursework Completed August 2007 - Certification Pending*