

Armen Berjikly

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Objective

In search of a customer-oriented role where I can leverage my technical background in a business or marketing strategy context.

Education

Stanford University, Palo Alto, CA

GPA 3.98/4.0

MS Management Science and Engineering (formerly Industrial Engineering), expected 6/2002

- Concentration in High-Technology Entrepreneurship
- Mayfield Fellow, an intensive 3 quarter entrepreneurial management training program sponsored by the Mayfield Fund

BS Computer Science with Distinction, 6/2001

- Concentration in Human-Computer Interaction
- Broad base in programming, large group projects, independent speech interface research

Honors include: Mayfield Fellow 2001, Terman Award for Scholastic Achievement in Engineering (top 15 students in class), President's Award for Academic Excellence in the Freshman Year, Martin Scholarship for "male students of High Standing," Tau Beta Pi, National Merit and AP Scholar.

Skills

Strong, real-world experience in market and customer analyses, non-financial due diligence, and M&A related functions.

Capable of programming in C, Java, HTML, JavaScript and VBScript on Unix, Windows, and Macintosh platforms.

Experience with SQL, Java Servlets, ASP, PHP, Perl, Swing, OpenGL, and Voice Interface Design (including independent research).

Strong familiarity with all aspects of commercial web site development, management, and marketing.

Experience

Echelon Corporation

Summer 2001, Sunnyvale, CA

Marketing/Business Development

High-level role working with key Echelon executives on evaluating and executing potential acquisitions. Duties included competitive analyses, market research, on-site interviews with management, and recommendations presented to our decision makers. Also created a branding strategy for our products.

ShareYourWorld.com

Summer 2000, London, United Kingdom

Contract Software Developer

Worked with a small team to successfully build a digital video suite in Java/C for an online media brokerage house. Telecommuted from London for fun.

Release Zero LLC

1999-2000, Palo Alto, CA

Co-Founder and Partner

Specialty web studio for startups, where responsibilities included company branding, developer recruitment, customer relations, as well as design and implementation of web sites.

Stanford University Department of Residential Computing

Academic Year 2000, Palo Alto, CA

Residential Computer Consultant

Member of House Staff in an all-freshman dormitory. Fundamentally responsible for the computing needs of ninety students, including setup, maintenance, consulting, teaching, and troubleshooting.

GTE (now Verizon)

Summer 1999, Thousand Oaks, CA

Intern, Infrastructure Provisioning Support Department

Awarded *Intern of the Year*, West Region, the company's highest honor for interns. Worked independently and in teams on numerous projects such as a dynamic site-wide search engine and modular password protection system using technologies including VBScript, C, ASP, and MSSQL.

Stanford University Department of Computer Science

Various quarters, Palo Alto, CA

Section Leader for Introductory Computer Science Sequence

Involved teaching a small section of students in the introductory Computer programming course (CS106A). Responsibilities included conducting a weekly class, holding weekly personal conferences with the students, holding office hours, as well as program and exam grading.

GEO Interactive Media

Summer 1998, Woodland Hills, CA

Business / Web Development

Various in-depth projects comprising research, analysis, presentations, and recommendations for GEO's Electronic Commerce Initiative, alongside web development, and product conceptualization.