

Andrew Apar Greene

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EDUCATION

Brigham Young University, Provo, UT**December 2001**

- Bachelor of Arts in English; Minor in Business Management
- Member of Sigma Tau Delta (English Honor Society) and Golden Key Honor Society
- Vice President of the BYU Investment Banking Club and member of the Investment Club
- Recipient of independent research scholarship touching on competitive intelligence ethics and methodologies
- Freshman year Dorm President and Residence Hall Association Member

Coursework: Macroeconomics, Microeconomics, Marketing, Accounting, Finance, Organizational Behavior, Statistics, extensive writing coursework, substantial coursework in Spanish and significant coursework in the Biological Sciences

EXPERIENCE

Oracle.com, Redwood Shores, CA**September 2001 to Present****Sales Solutions**

- Work with Oracle.com Sales Solutions to prepare strategies and materials for future company-wide sales efforts
- Collaborate with Sales Solutions on activities including gathering client corporate information and processing telephone survey transcriptions to build a comprehensive research database of Oracle.com client characteristics

Efficient Networks, Inc., Dallas, TX**May 2001 to August 2001****Intern**

- Began a sales initiative in Latin America to capitalize on 3Com's withdrawal from the consumer broadband access market by building a database of 3Com's distributors in Latin America; writing sales scripts; making sales calls and logging responses to such calls; and following-up by phone and mail
- Led development of an intranet based competitive intelligence system that included an intelligent information repository, rumor mill functionality, a "helpful resources" page, targeted news streams (through a third party vendor) and company policy surrounding such a system

Oracle Business OnLine (ASP), Redwood Shores, CA**May 2000 to August 2000****Intern**

- Performed detailed competitive research touching on market trends and competitor pricing, performance and corporate strategies to support management decisions, product development and marketing messages
- Led internal briefings touching on Business OnLine's position within ASP industry and Business OnLine objectives

Colorado Denver North Mission (Spanish Speaking), Denver, CO**Decembers 1996 to 1998****Representative of The Church of Jesus Christ of Latter-day Saints**

- Served as a volunteer representative to residents of northern Colorado and southern Wyoming
- Rendered service to charities and local schools and ministered to the needs of the elderly and disabled
- Worked closely with the Mission President for a year and a half in leadership capacities supervising up to 72 missionary representatives

Real Estate Investments, Washington D.C. Metropolitan Area**June 1996 to December 1996****Owner**

- Examined real estate opportunities focusing on distressed real estate
- Coordinated activities between an investor, real estate agent and contractor
- Placed multiple bids within a year on ventures totaling in excess of \$3,000,000

SKILLS & INTERESTS

- Strong interpersonal and organizational skills, public speaking experience, self-motivated and hard worker
- Fluent in Spanish; adept at the Microsoft Office Suite
- Enjoy running, weight training, outdoor activities and reading; Eagle Scout