

Curtis Mosby, Jr.  
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**Experience/Skills:**

- Programming Business Support Applications from Foxbase 2.0 to Visual FoxPro 9.0, VB, SQL
- Web Site Development PHP, ASP.NET 2.0, HTML, VBScript, Jscript
- Multi-Media Presentations
- Desktop Publishing
- Market Analysis/Strategy
- Business Management/Employee Supervision

**Work History:**

**September 28, 2006 To December 22, 2006 Standard Motor Products LIC, New York Visual FoxPro Developer** Standard Motor Products (SMP) is an international, after market auto parts manufacturer. I was hired for a three-month temporary assignment to develop an automated system to create New Item Reports. Information had to be extracted from over forty sources with huge data sets. For example, SMP has over 1.5 million base prices to be matched to products based on brand, region and dozens of other factors. Reports then had to be exported to MS Excel to be formatted to each Auto Part Distributor's specifications.

Another application I developed for SMP was a fast, desktop look-up for the World's current and historical automobile parts compiled by the Automotive Aftermarket Industry Association. It was necessary to create an interface to MS Access to allow importing of table structures, relationships and data into FoxPro databases. The application contained over 65 tables. The comment I received most while working at SMP was how pleased they were with the processing speed of the applications I developed.

**April 2006 - June 2006 Ideal Trade Wayne, NJ 07470**

**ASP.NET Web Developer.** I Created an ASP.NET 2.0 Warehouse-On-Web application for security products. The project included a Visual FoxPro Desktop Inventory Manager which imported from MS Excel and uploaded to SQL 2000 databases on the website as well as to Ebay. The GridView webpages allowed for checkboxes which persisted between pages to allow multiple selections over multiple pages. An email editor was also included on the website to allow users direct contact with the sales office. A demo of the website can be seen at <http://www.desktopmagic.com/>

**November 2005 - February 2006 Kohl & Powell W. Caldwell, NJ**

**Software Developer** Kohl & Powell was a local collections agency with a nation-wide marketing program. I developed desktop software that would parse web pages and download sales leads to create faxing and email list for out-bound phone, fax and email marketing. I also set-up and managed up to five networked faxing computers.

**Feb 2005 - June 2005 American Eagle Mortgage Fairfield, NJ**

**Loan Officer** Job included making telemarketing sales calls and preparing loan applications for underwriters. I was responsible for writing \$1.6 million in mortgages and closing on \$350,000.

## **Curtis Mosby, Jr. (Resume Continued Pg 2 of 3)**

### **Sept 2004-Dec 2004 Authentic Bartending School Edison, NJ**

**Phone Sales & Software Developer** Starting As an Admissions Rep, I set 141 appointments in two months resulting in 102 sales grossing over \$40,000. The company had five schools in three states with hundreds of students but only one desktop computer located in NY. I used my notebook computer to create software to track sales activity from first in-bound call to sale, through student training to first job. The Software popped-up phone scripts, allowed look-up on maps for direction to school locations as well as gave information on competitors for each school location. The Software also managed call Queues to share calls between on-site and home-based sales reps.

### **November 1988 To August 2004 -- DeskTop Magic, Inc. (DTM)**

**Position: Programmer/Owner** I Provided software and computer support to small and mid sized firms and specialized in the Buildings Services Industry. My largest client, Ultimate Services Inc. (USI), is a 100 years old contractor with over 1500 employees. I was fully responsible for managing USI's computer network from Jan 1989 to Feb 2000.

**Following is an excerpt from a letter of recognition I received from Ultimate Services Inc.**

\*\*\*\*\*Start Excerpt

USI is a nationwide provider of Maintenance Services to retail chains such as Macys's, Montgomery Ward, JC Penny, Loehman's and many others.

Mr. Mosby first came to us in December of 1988 with his software program for the Maintenance Industry, which he said, we could use as a frame to hang our needs on. Since then, we have hung every imaginable need on Mr. Mosby's software and it's still running strong.

The software Mr. Mosby created for us includes, Payroll (from data entry to check printing), Telephone Time Keeping, Task Management, Inventory, Interfaces to ADP Payroll Service and Budget Management.

Along the way, Mr. Mosby has fixed thousands of problems, developed applications on call, for specific tasks and also developed multi-media presentations for sales and trade shows.

In our ten years and counting dealing with Mr. Mosby, he has been honest, loyal and has never failed to carry out an assignment.

Fred Goldring,  
President

\*\*\*\*\*End Excerpt

### **Desktop Magic Addendum:**

In addition to the client services mentioned above, I have developed multiple proprietary sales-support and gaming software applications sold via the Internet.

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**February 2000 To March 2001 -- Cornerstone Management Systems (CMS)**

**Position: Software Developer** I helped upgrade CMS's Title Insurance Application called Wintitle from FoxPro 2.6 to Visual FoxPro 6.0. Duties also included; developing specifications and programming Call-Management and Customer Support software and programming the XML, ZIP and FTP interface to transfer data from Wintitle to their real estate transaction management website LotBlock.com. After eight months as a salaried employee, became an independent contractor for an additional four months to convert their customer's data from original real estate applications to Wintitle.

**January 1984-June 1988 -- Contractors Information Services (CIS) Wash D.C.**

**Position: Owner/President.** CIS provided information to contractors on Building Managers purchasing goods and services for commercial buildings. The service included "Job Alerts" on specific jobs and contracts, along with, information on commercial buildings, building managers, and their needs. CIS also published The C-BY-C (Contractors by Capability) Pages to give building managers more in-depth information on CIS Client's than was available in the Contractors Register. CIS was the only service in the Washington Metro Area providing information on managers responsible for purchasing for existing buildings. As founder of CIS, I developed the methods to acquire the information, hired and trained the staff, developed data processing procedures and programmed the data management software.

### **Education/Training:**

High school graduate with University Level Courses in Business Administration, Marketing and Advertising

Germaine School of Photography, New York, N.Y. - Commercial Photography Diploma, and Certificate of Honor for outstanding color photography

Southeastern School of Entrepreneurship and Management, Atlanta, Ga. Special project of Georgia State University for business owners. Marketing & Advertising courses taught by Dr. David Schwartz Professor at Georgia State University and author of "The Magic of Thinking Big."

Behavioral Systems, Inc. Atlanta, Ga. Behavior Management Skills for Industry & Sales Professionals. Received personal instruction from Dr. Doug Slavin, to aid in my development of their Marketing Program

American Management Association (AMA), Atlanta, Ga. Professional Salesmanship course

Tom Hopkins "How To Master The Art Of Selling Anything" Sales Course.

### **Publications:**

Employee Motivation Plan (Services Magazine, May 1994) Behavior Management Techniques for the Cleaning Industry.