

# Brian D. Norris

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## Experience

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- Jan 01-Present**     **Independent Developer and Consultant**     **Chapel Hill, North Carolina**
- Producing custom web sites and applications for a variety of clients. Responsible and fully hands-on for all phases of the projects, including planning, design, programming, and deployment. Working with a variety of technologies, including the entire Microsoft stack, Wordpress, and others.
  - Producing custom reporting solutions with several reporting technologies, including Crystal Reports and Crystal Server, Microsoft SQL Server Reporting Services, and Telerik Reporting.
  - Producing applications on the Universal Windows Platform (UWP). Currently working on a mobile sales information and order-taking application to be deployed on Surface Pro devices in the field.
  - Created custom internal database-driven web applications for companies such as Drake Manufacturing and ASP Services that enable them to manage their day-to-day business information. The systems help manage workflow process with sophisticated data-entry, automatic email functionality, and integrated report delivery.
  - Created fully custom Crystal Reports and Crystal Server applications (in CSP and .NET) for customers such as Lincoln Financial Group, Enterprise Rent A Car, Sumitomo, and Tulare County. Developed integrated solutions to harness the power of Crystal Server while integrating tightly with existing web applications.
  - Created custom Crystal Server interfaces for customers such as CTG, STA Travel, and Washington County (PA). Seamlessly integrated the applications into the existing intranets.
  - Provided report development, product training, and consulting services for a variety of clients, including CTG, Jefferson Pilot Financial, Tulare County (CA).
  - Contributed to Crystal Enterprise chapters in best-selling book "Crystal Reports: The Complete Reference" by George Peck.
- Sep 99-Jan 01**     **WineToday.com (New York Times Company)**     **Santa Rosa, California**  
**CTO**
- Led the design and development of a large-scale consumer web site, including graphic design, programming, and interactive tools such as email alerts and handheld integration.
  - Managed the design and implementation of all technology, including web infrastructure, internal network, and development systems.
  - Led cross-functional team development of a cutting-edge database-driven wine matching program known as WineSleuth.
  - Led port (data conversion and user interface re-design) of Oz Clarke's Wine Guide CD-ROM to the web and integrated WineSleuth technology to produce a unique food/wine pairing program.
- May 96-Sep 99**     **Virtual Visits, Inc.**     **San Mateo, California**  
**Vice President of Product Development**
- Co-founded a web development firm for the golf, ski, and spa industries.
  - Built and led a team of twenty, including project managers, programmers, and designers.
  - Functioned as sales representative and project liaison for major clients such as The Pebble Beach Company, KSL Recreation, and Snowbird.
  - Led development of dynamic multimedia sites and a suite of online products, including the Invision Award-winning Global Golf Guide.
- Mar 94-May 96**     **Redondo Design**     **Redondo Beach, California**  
**Founder/Principal**
- Founded a highly successful consulting and development company specializing in interactive multimedia design and authoring.
  - Developed multimedia CD-ROM and kiosk applications for companies such as Xerox, IBM, McGraw-Hill, and Sun Microsystems.

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- Apr 92-Feb 94**     **Aimtech Corporation**     **Torrance, California**  
**Territory Manager**
- Quadrupled sales of an interactive multimedia authoring tool to organizations in the Western U.S.
  - Maintained total technical proficiency for demos, training, and development in simultaneous roles of Consulting Developer and Sales Support Manager.
- Mar 84-Oct 91**     **Irwin Magnetic Systems, Inc.**     **Ann Arbor, Michigan**  
**OEM Sales Representative**
- Signed nine new OEM customers while growing region by over \$2 million in sales.
  - As Software Support Engineer acted as liaison between sales and engineering teams.
  - As Senior Applications Engineer, managed a four-person software engineering group.
  - As Applications Engineer designed and implemented various tape drive software programs.
- Oct 83-Mar 84**     **Applied EDP Corporation**     **Ann Arbor, Michigan**  
**Programmer**
- Designed and developed custom applications written in PL/I on a multi-user TurboDos system.

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## Technology

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### Programming

- .NET, ASP.NET, HTML, CSS, Javascript, and other web technologies
- VB.NET and C#
- Universal Windows Platform (UWP)
- SQL
- Past experience includes DotNetNuke, Microsoft Content Management Server, IronSpeed, IconAuthor, C, PL/I, Fortran, Basic, and assembler

### Other Technologies / Applications

- Microsoft Visual Studio and Team Foundation Server
- Microsoft SQL Server and Reporting Services
- Crystal Reports and Crystal Server
- Telerik DevCraft and Reporting
- Wordpress
- Microsoft Word, Excel, Project, Outlook, Powerpoint, Access, and many other office applications
- Photoshop, InDesign, and many other media applications

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## Education

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### University of Michigan

B.S. in Computer Engineering, 1983. Concentration in computer graphics programming.

**Ann Arbor, Michigan**

### Crystal Enterprise Certification

Certified as a Crystal Enterprise (Crystal Server) Consultant by Crystal Decisions in 2001.

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## Personal

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Enjoy golf, tennis, and many other sports. Interests also include travel, wine, and music, including playing keyboards and ukulele.