
Jon Shore

curriculum vitae

Jon Shore

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Objectives

It is my desire to bring my skills and experience to help a company to increase their revenues, strengthen customer loyalty, implement new and innovative products and to expand their market presence. I have been an entrepreneur all my career and bring that outlook and energy to every project. If you require out of the box thinking and solutions as well as door opening at the highest levels, this is where I excel. I am open to the position including international travel and, if necessary, an international posting.

My expertise includes:

International Business, Partner & Relationship Development

New, Innovative Product Development

New Product and Technology Research, IP Development & Implementation

Due Diligence Research

Customer Service Training

Personal Success Coaching

Stress Reduction and Mindfulness Training

International Product Marketing

Technology Project Management

Electronic/NFC/RFID Transaction, Authentication, Security and Ticketing System design. development and implementation

Development and Implementation of Innovative Customer Loyalty Systems

Transaction Security and Fraud Prevention

Website Design, Development and Search Engine Optimization

Internal Management and HR Consulting

Experience

1978 – 1995

Psychotherapist in clinical, private practice and lecturing

1983 – 1995

Lecturer & author

Traveled worldwide lecturing on unique methods of curing depression. Wrote two books on curing depression. One in German, one in English.

1995 – Present

Strategy & Innovation Consulting, JBS Group Consulting

Consulted with medium to large international firms worldwide including Sony Japan, Ticketmaster, Western Union and Hewlett Packard. Creating new product innovations and innovative methods of increasing marketability and market presence of existing products.

Consulting focus on innovative yet realistic methods for creating and increasing revenues. Website development and SEO, International business development and partner development, international market research. Built and maintain web site. (www.corporateconsulting.net) (<http://electransactions.blogspot.com/>)

1999 - Present

Founder & CEO

Sentegra, Ltd.

Sentegra GmbH

Sentegra, LLC

(www.sentegra.com)

Wrote all patents and trademarks for meWallet® System and idDisc™ technologies.

Designed all meWallet® System software and idDisc™ hardware technologies.

Created and designed all business methodologies for meWallet® System.

Filed all Intellectual property including patents & trademarks.

Wrote business plans.

Created yearly budgets, P&L's, short term budgets, etc.

Participated in creating the in-depth financial plans.

Put together the Sentegra management and development teams.

Raised \$2,900,000 in funding for Sentegra between September 1999 – November 2008.

Sourced all technology suppliers for the meWallet® System.

Led international market research team for 8 years throughout Europe and the USA.

Built Sentegra's international customer and partner network.
Managed, on a daily basis, the offshore development teams in India and China creating the meWallet[®] System software and hardware through completion.
Designed and led development of an SMS Emergency Alert System
Designed and led development of an SMS Ticketing and Marketing System
2 pending patent applications for wireless transactions and loyalty systems.

2011 - Present

Genius Applied

President

Software development in Latvia for firms in the US and Western Europe.

Lived and worked in Germany for five years. Lived and worked in France for 2 years. Extensive travel throughout Europe, Russia and North America and large business and personal networks throughout North America, Europe and The Russian Federation. Presently working on projects in Riga, Latvia.

Skills

Languages

Fluent in English, Conversational in Spanish, German, Functional in French, Basic Russian & Italian

Computer & Technology Skills

Microsoft Windows XP, Microsoft Windows 7, Microsoft Windows Server, Microsoft Word, Microsoft Publisher, Microsoft PowerPoint, Microsoft Visio, Microsoft PhotoDraw, Microsoft FrontPage, Microsoft Expression Web, Microsoft SharePoint Designer, Microsoft Outlook and Business Contact Manager, Microsoft SQL, Macromedia Fireworks & Dreamweaver, Adobe Photoshop, Adobe Acrobat Pro, CorelDraw, Corel PhotoPaint, Corel Word Perfect, Mindjet MindManager, Go To Meeting, Skype, Log Me In, Eclipse, Joomla, Search Engine Optimization.
Capable of editing HTML
Capable of editing Javascript
Capable of editing Microsoft SQL tables
Capable of making minor to medium level repairs to Windows XP, Windows 7, Windows Server
Capable of setting up and making minor to medium level repairs to wireless networks

Capable of making minor repairs to desktop and laptop computers
Software systems design, logic flows and data flows
Web site design and creation
Learning Java

Business and Personal Skills

Strong knowledge base in: Product positioning, innovation, electronic transaction technology, transaction security, ticketing, marketing, identity management and security, loyalty systems, RFID/NFC transaction technology and implementation, text messaging systems (SMS), electronic healthcare data systems, database and system design, tourism.

Also a very large and diverse international network in all of the above industries.

Strong research skills.

Excellent writer and editor.

Blogging

Project management.

IP and Patent writing.

Excellent skills in international business development and sales.

Very strong skills in relationship building with customers, vendors, suppliers and teams.

Fits in very well in any culture and is able to help others feel comfortable and listened to.

Extremely good listening skills.

Very good at synthesizing and clarifying the needs and desires of customers and partners.

Very good at follow through and completing projects.

Strong skills in reading individuals and groups of all sizes.

Very good at accurately projecting market and product trends.

Deep understanding of many European and Western Hemisphere markets.

Very good presenter.

Very good networking skills.

Extremely good at conflict resolution as well as customer service.

Quick and eager learner.

Interests and Hobbies

Skiing, hiking, camping, snorkeling, fishing, technology, reading, languages, traveling, cultural studies, history, quantum physics, spirituality, writing, archaeology, cuisine and cooking, movies, photography.