Kenton Johnson

Superior, Analyst, Hi-Tech, Well-Connected Project/Property/Sales Manager, Writer/Editor, Marketer, Instructor
Denver, CO 80239
KJ@KentonJohnson.com
302-536-8665

• Bring 100s of sales/partner/financial connections.
• Proficient in Business Analysis, high- or medium-tech Project/Property/Sales Management, Technical Writing, Marketing, Instructing (off- or on-line) and Editing.
• Team Player - very professional - mobile text and web enabled/proficient.
• Prepared to travel up to 100%.

Willing to relocate to: Arizona - Colorado - Texas
Authorized to work in the US for any employer

Work Experience

Independent Consultant/Contractor

Self - Denver, CO
January 1978 to Present

- Business and real estate sales, business startup/expansion. Analysis, planning and internet marketing. Evaluate/write/edit business plans/presentations (2000-present, Prosper Systems)
- Organized, documented, marketed and sold healthcare practitioners, practitioner groups, related businesses and full-spectrum health information. (1996-2012, CompWellness)
- Created and executed marketing plans, promotions and sales for high-tech companies of many sizes. Increased sales by as much as 400%. (1990-96, High-Tech Marketing)
- Wrote/Published International Newsletter, Taught 50 Seminars, US and abroad. (1979-86, Engineeering Computer Applications)
- Designed and implemented hardware and software applications. (1978-90, Colorado Computer Consulting)

Government and Part-Time

Denver Water, SDC, USAF, City of San Jose, USFS, San Jose State University - Denver, CO
June 1967 to August 1978

- Trained, organized and consulted on utilizing new mainframe computer (Denver Water, 1976-8)

And other Cities:

- Designed and implemented hardware and software systems in NORAD Cheyenne Mountain (Aeorspace Contractor, Colorado Springs, 1973-6)
- Led programming team on SR-71 ELINT system. Clearance: Top Secret, Special Intelligence (Beale AFB CA, 1971-3)
- Part-Time Jobs: MS Thesis; Engineer-in-Training, San Jose Traffic Control, analyzed and programmed all applications for state-of-the-art automated traffic system; Programmer/ Analyst, USFS traffic project

(highest-paid student); Manager, 12- and 24-unit Apartments; Water Quality Inspector; Mystery Shopper; Math Prof Assistant (San Jose CA, 1967-71)

Education

BS in General Engineering
San Jose State University
1970

Certificate in Marketing
University of Colorado - Denver, CO
1995

Skills

Analysis, Manage, Write, Market, Sell, Fund, Research, Speak, Blog, Website, Newsletter, Edit, Publish, eMail Campaign, Network, Communicate, Client-Focus, Consult

Links

http://KentonJohnson.com

http://ProjectSupport.KentonHJohnson.com

http://Recommendations.KentonHJohnson.com

http://Resume-Financial.KentonJohnson.com

http://Resume-ProjMgt.KentonJohnson.com

http://Resume-PropMgt.KentonJohnson.com

http://Resume-Sales.KentonJohnson.com

http://Resume-Writing.KentonJohnson.com

http://Writing.KentonHJohnson.com

Military Service

Branch: USAF
Service Country: United States
Rank: 1st Lt
August 1971 to March 1973

Led programming team on SR-71 ELINT system. Clearance: Top Secret, Special Intelligence. Honorable Discharge.

Commendations: Promoted within 6 versus 18 months

Certifications/Licenses

Marketing

March 1995 to Present

Marketing in many environments - focused on Hi-Tech.

Groups

Prosper Systems Collaboration

January 2011 to Present

CREATOR/ADMINISTRATOR: http://GROUP.prospersystems.biz
900+ Stellar International Members

Discussions are about general business - part of COLLABORATION with other companies.

• Collaboration on Large Projects: Real Estate, High-Tech Businesses and Natural Resources (including Clean Energy, O&G Facilities and Mines)

• State-Of-The-Art Business Development, Marketing, Internet Applications

• Inside Info on Business Creation, Expansion and Financing, including:
- Financing- Equity (seed, angel, venture, institutional, factoring), Debt (conventional, bridge)
- Business Creation and Expansion- management team, marketing/sales/operations plans, financials
- Document compliance and stellar presentations

• Additional administrative services or personnel with little up-front expense

• Investing your profits wisely: startups and expansions, such as above and Precious Assets

Publications

Selected Technical and Marketing Publications

http://kentonhjohnson.com/iconv.htm#Pubs

2018

Since 1970: Business Articles, Web Pages, Blog, Overviews, Sales Sheets and Plans, Health Articles, Books and Website; Computer Newsletters, Booklets and Master Plans,