

## Pam Johnson

### Consulting Services

- Web site design and implementation with a focus on speed and ease of use.
- Technical consulting on multi-media computer applications.
- Project management of complex projects.

### Representative Consulting Assignments

- Provided the technical expertise for a successful grant application to create a multi-media study guide for a Shakespeare play. Currently assisting in the design and development of the project.
- Designed & developed large web sites for a number of clients including a realtor, a museum, a botanical garden, an artist and two silversmiths.
- Developed a detailed guide to managing a major fund-raising event for a non-profit organization.
- Implemented an on-line scheduling and reservation system for a large, non-profit organization's public education programs; sourced and customized the software, developed the procedures and trained the users.
- Consulted to a museum director on the benefits and costs of multi-media technology
- Designed and facilitated a process to address problems with a large corporation's acquisitions and joint ventures. Recommendations accepted by senior management.
- Coached a management team moving from a marketing role to full P&L responsibility for a global business. Set stage for dramatic revenue growth and increased profitability.
- Designed assessment tools and applied them to help a globally-dispersed, multi-discipline management team understand how significantly to improve their effectiveness
- Provided expert guidance to the MIS director of a Pharmaceutical company on the technical and organizational aspects of an international project.
- Delivered seminars on Effective Global Teaming to executives of multi-national corporations

### **Digital Equipment Corporation**, Maynard, MA, 1980 - 1993

Senior Consultant, Organization Consulting Group, 1990 - 1993

- Provided fee-paid consulting services to internal organizations and customers.

Marketing Manager, Storage and Information Management Group, 1989 - 1990

- Integrated marketing efforts across the organization to create a more cohesive message, improve cost-effectiveness and create greater customer focus..

Group Engineering Manager, Business and Office Systems, 1986 - 1989

- Managed 300 software engineers and product managers located in the US, UK, and France; selected and started up the French site.
- Grew the revenue and profit of one of a flagship product; budget \$32million.
- Improved the focus, cohesiveness and business orientation of the organization.

# J&J Consulting

## Pam Johnson continued

Senior Engineering Manager, VAX Advanced Development, 1985 - 1986

- Assessed the market potential of a parallel-processing product; recommended an alternative approach that addressed a wider market and which avoided \$70 million in product introduction costs.
- Dismantled the program; captured lessons learned; managed expectations with customers and partners; re-deployed all staff within the company.

Quality Manager, Systems and Clusters Engineering, 1984 - 1985

- Managed a group providing system test labs, customized market research, education and consulting on quality methods and tools, including Japanese TQM and systems thinking.
- Organized a one-week forum for 300 senior managers and technical staff on the opportunities and challenges in the international market, resulting in greater commitment to developing products for, and in, non-US markets.

PDP-11 Hardware / Operating Systems Development Manager, 1980 - 1984

## Prior experience

International Computer Systems Ltd, UNIVAC UK, Surrey County Council, High School Teacher

## Other Appointments

- Trustee of The Fielding Graduate Institute, Santa Barbara, California.
- Overseer, Shakespeare & Company, Lenox, MA
- Founding Board Member, Berkshire Art & Technology Charter School, North Adams
- Trustee of The Bidwell House, an 18<sup>th</sup> century house museum. (1997 – 2000)
- Secretary of the Executive Committee of the Berkshire Botanical Garden. (1998 – 2002)
- Advisory Board Member, the National Science Foundation's Computer Equity Project to train educators in how to interest girls in science and computing (1990-1992).
- Director, Women's Initiative for High Technology, a non-profit organization serving women professionals in high technology in New England (1989-91).
- Community representative, National Security Seminar, US Army War College (June 1990).
- Advisory Board Member, Digital/Stone Center Wellesley College project examining how better to take advantage of women's professional skills (1986-88).
- Pre-publication reviewer of *The Teamnet Factor*, a book on networked organizations and inter-company cooperation and *Groupware: Software for Computer-supported Cooperative Work*
- Major contributor to a *Working Woman* article on computer conferencing (1986).

## Education

Advanced Management Program, School of Management & Strategic Studies, WBSI.

University of Leicester, UK. , Postgraduate Certificate in Education.

University of Hull, UK., BA (Honors) in English and Philosophy.