

HARPER P. BOHLEN

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EDUCATION

Northwestern University

Evanston, IL

Bachelor of Arts, Economics, May 1999

PROFESSIONAL EXPERIENCE

Chupacabra Media (DBA Chupacabra Media & Harper Bohlen)

Chicago, IL

Independent Consultant & Project Manager

March 2005–Present

- Provided consultation as a manager, team leader, or team member for projects that include the following genres:

++ Traditional Business: Developed solutions for issues related to outsourcing (both in state and overseas), employee compensation, employee benefits and general small business structure.

++ Web Design: Supplied the analysis, design, management, data fields, programming solutions, marketing options and logistical considerations necessary to benefit new or existing websites.

++ IT Analysis: Presented potential IT solutions for existing business inefficiencies, organized logistics, labor and training needed to implement the upgraded systems.

- Noted consulting projects:

++ Combined client goals and user statistics to establish customized, measurable, online marketing strategies for numerous websites.

++ Aggregated and processed various real estate data sets to create programs such as a “lowest acceptable bid” generator for HUD properties, a financial tool used for negotiating foreclosures, and short sales and a value/price estimator for regional gas stations and liquor stores.

++ Led a project to translate the static portion of an English-language website into Chinese, Japanese, & Spanish; subsequently, inserted code to translate any dynamic content into eight languages.

++ Designed and implemented an online education portal which enabled the client to standardize instruction, measure progress and comply with ISO 9001 requirements.

++ Constructed an e-commerce solution for media conversion and distribution, improving both labor and cost efficiencies.

++ Developed multiple custom WIKI web sites to serve as a learning tool through user created lessons and information.

Deal Estate, LLC

Chicago, IL

President, Founder

Mar 2004–Nov 2006

- From concept to the current alpha stage, bootstrapped Deal Estate.com, a service that allows real estate agents compete for buyers and sellers of commercial and residential properties.

- Interviewed, hired, and currently manage two teams of overseas (India and China) programmers to aid in multiple projects.

- Experienced both success and failure in parts of this project, both provided invaluable lessons about universal business issues, problem solving, and discipline.

Preview Properties.com

Brighton, MI

Residential & Commercial Real Estate Consultant, Head of Online Marketing

Feb 2002–Feb 2006

- One of five members on a sales team repeatedly ranked among the most productive in the US (as measured by gross commission income).
- Contributed to the aggregation of over 2000 acres for a planned urban development, resulting in options worth over \$50 million in value.
- Redesigned and implemented the online advertising campaign and search engine optimization parameters for Preview Properties.com. Within 180 days of these efforts, website traffic quadrupled (4,000 vs. 16,000 unique users/month) despite making no changes to the advertising budget.
- Organized and ran the “Money Matters IV” conference. A three-day seminar on wealth creation and preservation held in Chicago, Illinois.
- Assisted in the analysis, structuring, acquisition and management of multi-unit, industrial, and other commercial buildings owned by numerous internal and external corporations.
- Created and led several specific sales presentations. Topics included: “Efficiency via Technology”, “How to Solve the Middle East Crisis: Formulaic Steps to Becoming More Creative”, and “Pumpkins Don't Sell Homes: Why Your Marketing Sucks.”

Finnpro Painting & Restoration

Evanston, IL

Operations Manager

Apr 1999–Feb 2002

- Managed job procurement and daily scheduling for up to 75 employees and independent contractors.
- Maintained all day to day transactions including accounts payable, receivable, taxes and payroll.
- Initiated 401(k) retirement plan, profit sharing plan, and health care plan for full-time employees.
- Created, coordinated and subsequently managed a satellite office in Hinsdale, IL
- Implemented a new interactive customer service platform; a project that entailed programming the company's first web site, setting up email protocol, and initiating credit card payment options.

Biomar Inc.

Chapel Hill, NC

Corporate Internship

May 1997–Sep. 1997

- Aided in the procurement of over \$12,000,000 in private investments, approximately \$3,500,000 of which came directly from contacts made my initial cold calling and follow up efforts.
- Performed market analysis to determine joint venture possibilities, as well as the order and priority of upcoming products.
- Scripted, designed, and maintained the company's first website, used primarily for potential investor presentations.
- Prepared and disseminated press releases and PR information to potential investors.

SKILLS AND CERTIFICATIONS

- Proficient in MS Office (Excel, Word, Outlook, Access, Visio, Project, and PowerPoint), Photoshop, Dreamweaver as well as many open source alternatives. Experienced in programming and validating PHP, MySQL, HTML, XML, and CSS; possess good conceptual understanding and some programming ability in JavaScript, Ajax, .NET, Flash and AJAX.
- Licensed Realtor in the state of Michigan; completed requirements for CCIM (Certified Commercial Investment Member) candidate status.