

---

## DAVE KORNS

Graphic and Web Designer

Greensburg, Kentucky  
Louisville, Lexington, Nashville area  
Mobile: (270) 405-0200  
linkedin.com/in/davekorns  
davekorns@me.com



---

### SUMMARY

Graphic designer working primarily in web development and social-media space with a minor in video development and book cover artwork. Brings extensive experience in software projects, project management and Internet technology from a career in the high-tech industry. Now semi-retired with a part-time business while seeking remote/hybrid contract or part-time employment.

---

### TECHNICAL SUMMARY

**Web/Graphic:** Squarespace, Adobe Creative Suite (Photoshop, etc.), Canva

**Languages:** PowerShell, SQL, Python, Perl, with exposure to HTML/CSS

**Desktop Tools:** MS Office Suite (Excel, Word, PowerPoint), Google Office (sheets, docs, slides)

**Networking:** TCP/IP, DNS, DHCP, GbE, 10GbE, HA design, LACP, 802.1AX, Aloysynho

---

### WORK EXPERIENCE AND ACCOMPLISHMENTS

---

#### EduMethods – Graphic Design and Website Development

##### Consultant and Co-founder – Greensburg, KY - May 2018 – Present

Retired in 2017, relocated to Kentucky, and developed a part-time graphic and web design business serving the local area. Client projects have ranged from graphic design (logos, print material, photo manipulation) to website design (online stores, blogs) to video development. Have utilized various web and graphic tools including WordPress, Mobirise, GoDaddy, Squarespace and Adobe Creative Suite but more recently focusing on Squarespace, Photoshop and Canva. Most projects include social-media artwork and integration. Visit **EduMethods.com** for portfolio samples. **Accomplishments:**

- Built client base in legal, service, interior design, restaurant, and retail markets and civic orgs
- Deep experience in Squarespace *Collections* (blog posts, products, images) and *Summary* blocks
- Developed online booth reservation system generating \$20k in revenue (ref: cowdays.org)
- Expanded focus to include book cover artwork and Digital-Signage video development

---

#### NetApp, TSP and PBS – Storage Management and Automation Consulting

##### Systems Engineer and Professional Services Consultant - Austin, 2005 – May 2017

Served as a NetApp consultant with three companies (PBS, NetApp, TSP) over a decade as a Sales Engineer (needs discovery, solution design, objection handling) and a Consulting Software Engineer (Storage Service Automation and DevOps). Account engagements included: *Southwest Airlines, Verizon, ExxonMobil, Disney, Southwest Energy, USAA, Capital One, Electronic Arts, American Greetings, Nielsen, Sentara Healthcare, Capitol One, Touro Health, Freescale Semiconductor, and Oracle.*

##### **Accomplishments:**

- Clustered ONTAP early-adaptor Consultant for NetApp's early Clustered ONTAP customers
- Automation Store package to import Excel tables into WFA for business-policy aware workflows
- Enhanced and shared a set of Perl, bash and html scripts for AutoSupport (phone-home) inventory
- Maintained Dev Lab: ONTAP, OnCommand, WFA, on ESX6 (server) and macOS Fusion (laptop)

---

#### VIEO, Inc. – Application Infrastructure Management Appliance Startup

##### Corporate Sales Engineer - Austin, 2003 – 2005

Served as Corporate Sales Engineer at the Austin startup supporting sales and marketing functions. Product was provisioning appliance for web infrastructures. Responsibilities included technical presentations, corporate demo environment and script, consultant briefings, and training (1-week course with labs). **Accomplishments:**

- Managed testing at Morris Technologies leading to resale agreement and \$250k stocking order
- Managed evaluation by InfoWorld: *Best System Mgmt Solution of 2003* (ref: <http://bit.ly/1kadkxh>).

---

**SAN Valley Systems – Fibre Channel SAN over IP Appliance Startup****Sales Engineer - Austin, 2001 - 2002**

Responsible for technical sales, client training curriculum, and support in central US during the company's beta development stage through the first revenue shipment. Major clients included: *Compaq, Dell, LSI Logic, StorNet, Datalink, ABN AMRO, MCI/WorldCom, Carolina First National Bank.*

**Accomplishments:**

- Won the first FCIP product qualification with Compaq's Data Replication Manager (DRM)
- First OEM sale based on successful Compaq product qualification (leading to 90% of revenues)

---

**NaviSite, Inc. a CMGi Company – Early Cloud Services Provider Startup****Sales Engineer - Austin, 1999 – 2001**

Served as the sole technical member of the Austin office responsible for central US sales activities at Boston based Navisite.com. Conducted staff training, client presentations, and 3-tier data center infrastructure designs including content caching (Akamai), L2/L3/L4 routing, firewalls, Cisco VPN, clustered Web/App/DB servers (MS and Veritas), NAS/SAN (NetApp, Sun, Dell), Servers (Sun, Dell, Compaq) and application support services. Major clients: *QuickArrow, Texas Instruments, Arco, Staffmark.*

**Accomplishments:**

- Technical role in closing two multi-year contracts worth \$3m within 2 months of office opening
- Established NaviSite's technical credibility in dealings with clients and partners in the territory

---

**Digital Equipment Corporation, Compaq Computer Corporation  
Systems Engineer, Consultant, Project Manager – Austin - 1976 - 1999**

23-year career with Digital Equipment Corporation (and Compaq after acquisition). Served as *Software Specialist, Consultant, SW Engineering Manager, Systems Engineer* primarily in Networking and UNIX spaces. Served in field offices (Columbus and Austin), Regional offices (Chicago covering the Central US), and Headquarters (Boston). Major clients: *Ohio Bell, Dow Chemical, Caterpillar, General Motors, Ford, Motorola, Austin Diagnostic Clinic, State of Texas, University of Texas, Texas A&M, VIA Metro, Capitol Metro.*

**Accomplishments:**

- Created team that designed and produced key network performance monitoring and design tools
- Instrumental in design of State of Texas metropolitan area fiber network covering downtown Austin
- Grew Texas area network business from \$4m to \$14m over a 4-year period as Sales Engineer

---

**INTERESTS AND HOBBIES**

- Old English Sheepdogs, aviation, home improvements, graphic design, web development

---

**CERTIFICATIONS / EDUCATION**

- Wright State University (Dayton, OH) – 2 years course work in Computer Science
- Franklin Pierce College (Nashua, NH) – 4 years evening course work in Business Admin
- Technical certifications over the years:
  - *Hewlett Packard (Digital) ASE Tru64 UNIX*
  - *ITIL v3 Foundations Certification*
  - *NetApp NCDA, NCIE-SAN, ASE3/NCSI*
  - *IBM SNS IBM Storage Networking Solutions*
  - *SNIA SCP – Storage Networking Industry*