



# Kevin D. McDonnell

## Project Design and Development

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DOB : 1966.05.17

### ABOUT ME

I am a Professional Executive with 25+ years of experience working with a broad variety of business areas particularly in but not limited to IT, Telco and Media. My main focus has been in project management both on the analysis and design side as well as delivery.

During five years as CEO of a tech startup, I also developed considered expertise in the specifics of creating successful grant proposals for various institutions including Innovation Norge and the EU Horizon 2020 program.

I have a master's degree in economics and international business. I completed my MBA in Norway at NHH and worked for four years as a Management Consultant with Gemini Consulting before founding my first startup in Norway where I presently still live.

I am a people and process focused person who values planning and communication as the best path to achieving shared goals. I have a naturally strategic mind and a demonstrated ability to apply this mindset to real world initial conditions in order to reach objectives. I have exceptionally broad experience managing projects and workstreams in quite different environments, including in project environments with people from different cultures, countries and very different professional backgrounds.

I am outgoing, sociable, creative and enjoy unique challenges. Above all else I seek to expand my boundaries by working in situations with a variety of possibilities, and in arenas in which I can improve my skills, enhance my strategic competence and continue learning. I have six children from ages 10 to 25 who I am justifiably proud of for a host of reasons, most of which I can't remotely take credit for, though they often graciously attribute partly to me. I would like my professional legacy to be as a proof that where people work together well and with a shared vision, even towards basic material ends, has the potential to elevate in ways far more profound.

### COMPETENCIES

Strategy Design and Deployment	★★★★★
Market and Business Analysis	★★★★★
Project Analysis and Design	★★★★★
Project Development for Results Delivery	★★★★★
Research Grant Application Creation	★★★★★

### SKILLS

- PERFORMANCE TEAM BUILDING
- VISION ENGINEERING
- IT SECURITY INDUSTRY
- TELCO AND MEDIA INDUSTRY
- IT IN INDUSTRIAL MANAGEMENT
- LEADERSHIP
- STARTUP LAUNCH FACILITATION

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## EXPERIENCE

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<b>Freelance Consulting (IT Strategy, Project Design, Logistics)</b> <i>Self-employed</i>	2016 – present
<b>Greater Source Innovations, VA, USA</b> <i>Consultant, IP and Patent Strategy</i>	2014 – 2017
<b>CUPP Computing AS, Norway.</b> <i>Advisory Board</i>	2013 – present
<b>CUPP Computing AS, Norway/Israel</b> <i>CEO/(Daglig Leder)</i>	2009 – 2013
<b>CUPP Computing AS, Norway</b> <i>VP/Business Development</i>	2004 – 2009
<b>Gemini Consulting (now CGEY)</b> <i>Areas: T&amp;M/IT, Focus: Strategy/High Performance Teams</i>	1997 – 2002
<b>GPI Corporation, Bogota, N.J., USA</b> <i>Director – Marketing (from startup to USD10M+)</i>	1991 – 1996

### Other Experience

- 1989 – 1991: COLDWELL BANKER, WHITE PLAINS, N.Y.; LICENSED FACILITY OPERATING ENGINEER WITH CERTIFICATIONS AS CLASS B ELECTRICIAN, LOW PRESSURE STEAM, CFC INSTALLATION (EPA CERTIFIED) AS WELL AS WELDING AND FACILITY FIRE AND SAFETY
- 1987 - 1995: U.S. ARMY RESERVE NATIONAL GUARD, WEST ORANGE, N.J.; SERGEANT (ARMORED RECON)
- VARIOUS TEACHING/SPEAKING ENGAGEMENTS

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## EDUCATION

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<b>NHH, Bergen, Norway</b> MBA of International Business (MIB), MS Civil Economics	1996 – 1997
<b>Manhattan College, Riverdell, NY, USA</b> BS, International Economics	1995 – 1996
<b>Manhattan College, Riverdell, NY, USA</b> BS, Marketing/MIS	1984 – 1988

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## LANGUAGES

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- ENGLISH (NATIVE PROF.)
- NORWEGIAN (WORKABLE)

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## INTERESTS

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- Learning
- Writing