

STEVEN HUGHES

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OBJECTIVE

EXECUTIVE MANAGEMENT RELATING TO SYSTEMS MARKETING AND DEVELOPMENT FOR FIRMS LOOKING FOR EXPERIENCE, INNOVATION, AND EXPERTISE

EXPERIENCE

- | | | |
|--|--------------------------|-----------------|
| Feb 2014 – Present | Self Employed | San Antonio, TX |
| <i>System Design</i> | | |
| <ul style="list-style-type: none">▪ Developing senior living monitoring system▪ Automated Video Technology (Skype type system)▪ Senior interaction through Video▪ Network Design for Senior Video System | | |
| Jul 2007 – Feb 2014 | Laredo Alarm Systems | San Antonio, TX |
| <i>Vice President and Marketing Director of San Antonio Branch</i> | | |
| <ul style="list-style-type: none">▪ Opened the new office in San Antonio▪ Developed market strategy for small business as well as existing commercial▪ Setup Network, Training, Lead Generation, and Project Management.▪ Integrated online marketing, project design and bidding | | |
| Aug 2004 – May 2007 | Ranger American Security | San Antonio, TX |
| <i>Vice President of Commercial Systems</i> | | |
| <ul style="list-style-type: none">▪ Responsible for redeveloping commercial systems market with a focus on the government and higher education market Wrote, Designed and produced company training video▪ Fire Alarm, CCTV, Intercom and sound reinforcement | | |
| Jun 1997 – Sep 2004 | Laredo Alarm Systems | San Antonio, TX |
| <i>Vice President and Marketing Director of San Antonio Branch</i> | | |
| <ul style="list-style-type: none">▪ Developed and trained company in Engineered Systems including Fire Alarm and Sound/Communications▪ Largest Engineered Systems Company in Laredo within a year Setup Network, Training, Lead Generation, and Project Management▪ New Distributor of the Year for Bogen and Largest Notifier Distributor in South Texas▪ Hardware and Software implementation of AutoCAD, OnCenter, Visio, Adobe CS, Etc. | | |
| Jun 1995 – May 1997 | Simplex/Grinnell | San Antonio, TX |
| <i>Commercial System Representative</i> | | |
| <ul style="list-style-type: none">▪ Government and Educational account manager for San Antonio Branch▪ Directors Club winner for being one of the top consultants nationwide in first year▪ Developed and worked with Military Installations, Universities and School Districts | | |

Aug 1984 – May 1995

Ranger American Security

San Antonio, TX

Sales Director

- Directed and Supervised the Sales Department Wrote, Designed and produced company training video
- Activities included developing individual marketing plans, sales training and on call supervision in residential sales and monitoring
- Extensive development in commercial systems including Access Control, CCTV, Fire Systems, Security etc. for commercial expansion
- Became Sales Manager 1991
- Top Producing Consultant from 1984 to 1990

EDUCATION

1997	NICET	San Antonio, TX
▪	Level III Fire Alarm Systems Certification	
1995	Tom Hopkins International	Scottsdale, AZ
▪	Week-Long Sales Training at the Tom Hopkins International Training Center	
1995	SIMPLEX	Westminster, MA
▪	4100 Master Control Training (Networking) & Peripherals (2 Week Course)	
▪	4008, 4010, 4020 Master Control & TrueAlarm Device Training (2 Week Course)	
▪	Simplex TrueCom Intercom System & Application (1 Week)	
1993	State Fire Marshall	San Antonio, TX
▪	Fire Alarm Planning Superintendent License	
1993	NICET	San Antonio, TX
▪	Level II Fire Alarm Systems Certification	
1981 – 1983	Southern Illinois University	Carbondale, IL
▪	Studied Computer Science/Math. Minor in History	
1980 – 1981	Bellville Area College	Belleville, IL
▪	Obtained Associate of Applied Science Degree	

INTERESTS & SKILLS

Designing, Building & Fitting Golf Clubs, Golf, Computer Hardware Design and Modulation, Design and Software Integration including but not limited to Adobe Flash, PowerPoint, Adobe After Effects, Adobe InDesign, Adobe Fireworks, AutoCAD, Adobe Encore, Word, Excel, Adobe Premiere Pro, Adobe Acrobat Pro, C++, Visio, Adobe Audition, Adobe InCopy, DOS, Windows Server, Fortran, Adobe Catalyst, Adobe Illustrator, Adobe Photoshop, Adobe Creative Cloud, Microsoft TechNet Subscription, PL1, Windows 3.1-Windows 8, Multimedia.

Own following Domains

IBC2015.COM, IBC2018.COM, IBC2021.COM, IBCIFC.COM, IBCIFC.INFO, IBCIFC.NET, IBCIFC.ORG, IFC2015.COM, IFC2018.COM, IFC2021.COM, INTERNATIONALFIRECODE.BIZ, INTERNATIONALFIRECODE.INFO, INTERNATIONALFIRECODE.ORG, NFPA101.NET, NFPA13.NET, NFPA2013.COM, NFPA2014.COM, NFPA2015.COM, NFPA2016.COM, NFPA2017.COM, NFPA2018.COM, NFPA70.NET, NFPA72.NET, NFPA72.ORG, NFPA90A.COM, NFPA90A.INFO, NFPA90A.NET, NFPA90A.ORG, NICETFORDUMMIES.INFO, NICETFORDUMMIES.NET, NICETFORDUMMIES.ORG, PEOPOLLING.COM, PEOPOLLING.INFO, PEOPOLLING.NET, PEOPOLLING.ORG, PEOPOLLS.COM, PEOPOLLS.INFO, PEOPOLLS.NET, PEOPOLLS.ORG, STEVEN-HUGHES.COM

Facebook Pages

NFPA 72, NFPA 101, NFPA 90, NEC 70, NFPA72, NFPA101

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WEBSITE ACCESS

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