

ABDALLAH MOUAYAD TOUTOUNGI

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Skills Summary

- Investment Fund Management, portfolio research and analysis, making informed financial recommendations and decisions, assessing and interpreting complicated financial information
- Creative Problem Solver with Entrepreneurial Spirit. Flexible and Adaptable. Persistent and Goal Oriented.
- Ability to effectively articulate concepts and communicate issues clearly and be seen as a leader
- Proven track record of understanding business needs as well and providing process solutions
- Exceptional interpersonal and people skills, with a natural ability for building consensus and working with varied international and professional backgrounds.
- Ability to set priorities and multi-task. Ability to manage well under pressure, and drive business with minimal supervision. Excellent focus on details without losing track of long-term goals.

Employment History

Cordoba Consulting Corporation (September 2006 – Current)

Bellevue, WA

Chairman, Chief Capital Allocator

- Start-up Software Consulting firm that evolved into an investment fund
- Software consulting engagements providing Architectural guidance on Microsoft technologies.

Microsoft Corporation (February 2001 – September 2006)

Redmond, WA

Program Manager

Developer and Platform Evangelism

Recruited Fortune/Global 100 Enterprise customers to build successful applications and solutions on emerging Microsoft technologies and to provided early adopter evidence and customer case studies for Microsoft product launch. Managed a Fiscal budget of half a million dollars.

- **Generated Leads:** Spoke at various Fortune Global 100 HQs about Microsoft's emerging technologies and networked with customers to generate interest in Microsoft's developer emerging technologies. Delivered presentations at the Microsoft Executive Briefing Center, and at various Microsoft events in Paris, Germany, Japan, India, Turkey and Lebanon. Strategized, managed and created relationships with Microsoft technical field teams, product teams, product marketing teams and others in customer recruitment and management.
- **Qualified Prospects:** Organized and delivered briefs to targeted CXOs and key decision makers on emerging technologies and how emerging technologies solve business challenges and grow business. Recruited from leads 10 of the F/G 100 companies to adopt Microsoft's .NET3.0 technologies. Teamed with the Microsoft technical field and product groups to provide potential solutions addressing customer needs.
- **Developed Solutions:** Funded customers and strategic partners to design and develop customer solutions on emerging technologies. Engaged technical specialists to resolve project issues. Managed engagements with Technical/Business Decision makers. Acted as a Liaison between Microsoft product groups and Customers' Technical/Business Decision makers to ascertain soundness of Microsoft emerging technologies in the customer solutions that were being built.
- **Credit Suisse Group – VP of R&D Chalk Talk at TechEd2006 –**
<http://wcf.netfx3.com/content/TechEd2006ChalkTalkSchedule.aspx>

- **Created Evidence:** Worked closely with customers' legal and marketing teams, Microsoft marketing teams and external marketing agencies to produce and create case studies and video evidence for Microsoft product launches. Two of these companies were present and used as reference at the New York Business Launch of Windows Vista, 2007 Microsoft Office System, and Microsoft Exchange Server 2007 (Citigroup and Elite Models).
- Elite Models (Video) www.youtube.com/watch?v=qVIFSdBYxNQ
- Steve Ballmer speech (January 2007) <http://www.microsoft.com/presspass/exec/steve/2007/01-16NYLaunch.msp>

**Application Developer Consultant
Technical Account Manager**

- Organized, influenced and supported Enterprise customers in planning, designing, deploying and operating Microsoft products.
- Ensured Premier customers receive the best of breed Enterprise-level support from Microsoft. Worked with Microsoft management to manage politically sensitive issues impacting either the customers' business or impacting Microsoft's relationship with the customer.

Built and maintained strategic customer relationships with enterprise customer executives. Managed enterprise customers in San Francisco and Silicon Valley. Responsible for annual revenue of \$600K

Zyan Communications, Inc.

Los Angeles, CA

Senior Software Developer

Worked on a team that planned, designed and developed ingenious applications and tools in response to supporting the exponential business growth in a fast-paced startup environment

Marie Callender's Inc. (September 1998 – March 2000)

Orange, CA

Lead Programmer

- Led HQ software development team in developing and maintaining software applications and tools.

Leslie's Pool Supply

Chatsworth, CA

System Developer

- *Worked on a team of two to develop the first Windows-based POS application for 300+ stores.*

Parsec Automation

Brea, CA

Consultant

- Worked independently as a consultant to deliver software projects to clients.

Universal Communications Network

Carson, CA

Programmer/Analyst

- Built telecom usage billing and invoicing software and other creative tools that enabled management to view real-time reports on usage.

Education, Certification & Recognition

Masters of Business Administration (2005) (not awarded)

The Kelley School of Business, [Indiana University](#), IU Online

Bachelor of Science (1994)

[Lebanese American University](#), Beirut, Lebanon

Kellogg School of Business

Taking Value Propositions to Market (Certificate of Completion)

Outstanding Contributor Award - Microsoft Executive Briefing Center (2006)

Microsoft Certified Professional ID: **903464**



SaaS, SOA, XML, C#, VS.NET, ESB, SDM, DSI

Process-Oriented Software Solutions, Value Investing, Business, Real Estate Investing, Jeet Kune Do, Basketball, Soccer and Technology

References

References are available upon request.

<http://www.linkedin.com/profile?viewProfile=&key=6131499>