

PAUL R. CUTLER

2507 Schneider Court
Chaska, MN 55318

+1 (952) 491-0073

paul.r.cutler@gmail.com

QUALIFICATIONS

Dedicated, resourceful, driven **Product Management Professional** with extensive product management and business development experience. Passionate leader who inspires change, fosters innovation and builds strong one on one relationships. Proven ability in driving significant revenue growth through effective planning and execution. Recognized for the ability to identify technology and market trends and develop business plans to capitalize on unique opportunities. Free and open source software contributor who understands working within the open source community and contributes to multiple projects on a volunteer basis.

Colleagues and management can count on the delivery of strong results and industry knowledge in:

- Product Development
- Business Development
- Personnel Development and Management
- Marketing Strategy
- Financial Management
- Open Source

EXPERIENCE

NOVELL, Boston, MA

2010 – 2011

Product Manager

- ◆ Responsible for MeeGo and SUSE Linux Enterprise Desktop products for OEM preloads with partners including HP, MSI, Acer and more
- ◆ Develop product requirement documents and marketing materials to drive product innovation meeting customer and partner needs
- ◆ Create, develop and deliver training materials for OEM partners to educate them on the features and benefits of the SLED and MeeGo desktops
- ◆ Coordinate and process manage multiple teams including product management, engineering, alliances and localization teams to meet product launch deadlines

GNOME FOUNDATION

2006 - Present

Member, GNOME Foundation (2009 - Present)

- ◆ Contributor the GNOME Documentation, Web, Sysadmin, Marketing teams beginning in 2006
- ◆ Maintain documentation for Tomboy, Banshee, and Seahorse applications
- ◆ Volunteer team leader for GNOME Marketing and Sysadmin teams
- ◆ GNOME Journal (<http://www.gnomejournal.org>) Editor-In-Chief

Board of Directors, GNOME Foundation (2010 - Present)

- ◆ Appointed to the Board of Directors in March, 2010
- ◆ Elected to the Board of Directors and appointed Chairman and President in July, 2010

WEBROOT SOFTWARE, Boulder, CO

2008 – 2010

Director of Product Management

- ◆ Responsible for multiple product lines within Webroot, including Window Washer and System Analyzer
- ◆ Develop marketing requirement documents and product requirement documents to drive product innovation and meeting customer and partner needs
- ◆ Coordinate and process manage multiple teams including product management, engineering, sales and quality assurance to meet product launch deadlines
- ◆ Technical account management for partners including Best Buy, Dell, Amazon and more for the entire Webroot product portfolio

NAVARRE CORPORATION, New Hope, MN

2007 - 2008

Director, Electronic Software Distribution (2008)

- ◆ Responsible for partner acquisition and management for partners to use Navarre's electronic software distribution (ESD) platform
- ◆ Develop product requirement documents and process to meet customer needs
- ◆ Accountable for ESD profit and loss statement

ENCORE SOFTWARE, (A Navarre Corp. Subsidiary) New Hope, MN

Director of Technology Channels (2007 - 2008)

- ◆ Responsible for Encore's re-entry in to the security and utility software business by developing the end to end business plan including marketing and product requirement documents and partner selection
- ◆ Accountable for Encore's electronic software distribution of casual games through partners including Real Networks, Wild Tangent, and Yahoo!

BEST BUY, Minneapolis, MN

1992 – 2007

Merchandise Manager, Geek Squad (2005-2007)

- ◆ Financial responsibility for \$475 million multi-channel services business, including Precincts in Best Buy Stores, on-site services, remote services and Geek Squad Stores
- ◆ Led, coached and directed a team of up to eight
- ◆ Developed and delivered product and merchandising strategies focused on customer needs
- ◆ Accountable for assortment of products, including vendor negotiation with partners including Microsoft, Linksys, Netgear, Hewlett-Packard, Symantec and more
- ◆ Achieved 5 years of revenue and profit growth of 90% or greater
- ◆ Responsible for three year strategic planning and revenue forecasting for the business unit

Product Manager, Geek Squad (2004-2005)

- ◆ Accountable for all Geek Squad On-Site services growing revenue from \$1 million to \$90 million in two years
- ◆ Co-led roll out of Geek Squad to all 675 Best Buy stores over six months
- ◆ Created and developed service offerings, new pricing model and marketing plan for emerging category
- ◆ Delivered top two box loyalty scores from consumers of 75% or higher for two consecutive years

Associate Product Manager, In-Home PC Services (2002-2003)

- ◆ Developed \$3 million budget, marketing plan and sales strategy to launch new services for consumers
- ◆ Accountable for managing and negotiating with 3rd party labor provider and holding 3rd party partners accountable to negotiated service level agreements

Business Development Manager (2000-2002)

- ◆ Responsible for design and build of new services capability in new construction homes and existing homes
- ◆ Responsible for product and vendor selection of new partners to deliver installation services

Management (1992-2000)