

## STEPHEN R. BABIGIAN

20 Grove Ave • North Providence, RI 02911 • steve.babigian@gmail.com • 401-497-5079

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### SEASONED INTERNET TECHNOLOGIES PROFESSIONAL

Solutions-oriented Internet and Digital Media expert with broad technical knowledge oversees Web product and application development, design, marketing, and business initiatives.

*“Steve is one of the smartest people I’ve ever met. He has the ability to see problems before they occur and turn them into positives. Steve has an amazing ability to make technology drive business.”*

*–Lincoln Dwight, Colleague*

### Career Highlights

- Successful record developing multi-site, internationalized, distributed data and content management systems, while partnering with diverse third-party vendors to create and deploy high-value data services direct to consumer and from business to business
- A skilled leader, developer, and project manager, able to effectively conceptualize, manage, and optimize production processes and coordinate cross-departmental and international workflows utilizing agile and traditional methodologies
- Excellent systems and networking back-end abilities, knowledgeable in all aspects of desktop and server administration including a broad range of tools, languages, operating systems, and protocols
- Powerful written and verbal communication skills, with executive level experience

### Technical Background

**Platforms:** Linux/Unix/BSD, Mac OS X, Windows 3.1/9x/NT/2000/XP/Vista  
**Tools:** Adobe Creative Suite, TextMate, Coda, vi, Scrum, Flash, Final Cut Studio, Office  
**Languages:** (X)HTML, CSS, XML, JavaScript, PHP, MySQL, Perl, Unix Shell  
**Protocols:** HTTP, DNS, FTP, SCP, NNTP, Telnet, SSH, IMAP, POP3, SMTP, TCP/IP, VPN  
**Server Admin:** Apache, MySQL, PHP, IIS, FTPd, Samba, Real Media, MMS, Citrix

### Professional Experience

**NUMARK INDUSTRIES** - Cumberland, RI 2005–Present

#### E-Marketing Manager

Execute project management, deliver web content, and manage fast paced global organization’s Internet, e-commerce, and marketing strategies for 5 high-profile brands. Establish vision, motivate and lead 7 member team, including content engineers, technical and creative writers and video production personnel. Work closely with executive team, CEO/Owner, COO, CFO, and VP Sales/Marketing, to outline daily and long-term business initiatives that drive sales. Act as the primary facilitator of new business ventures, focusing on e-commerce and software initiatives. Acted as Director of Marketing during personnel transition period.

#### Key Achievements:

- Designed and developed new websites for all brands complete with new direct-to-consumer marketing strategies. Launched e-commerce initiatives including creation and implementation of new remote office for online sales and support/promotion

## *NUMARK INDUSTRIES KEY ACHIEVEMENTS (CONTINUED)*

- Planned and built state-of-the-art in-house video production facility for creation of product tutorial, advertising, and sales videos
- Designed and implemented company's first centralized web-based product information database. Application is now used internationally as the central intranet and repository for product development resources and processes
- Produced company's first world-class music event, Milestones, to promote brand awareness through award show and concert held at Berklee College of Music. Performers/presenters included Run DMC, DJ Premier, Marley Marl, Fab 5 Freddy, Al Kooper, and Jazzy Jay, with a special tribute to Jam Master Jay

## **NEWFANGLED WEB FACTORY - Providence, RI 2003–2005**

### **VP Services and Systems**

Acted as primary contact and liaison for clients, art director, and team of programmers, managing multiple project timelines from initiation through launch to consistently meet and exceed deadlines. Assumed role of Systems Manager in addition to Client Services duties to alleviate company workload and cash flow concerns. Performed hands-on management of all internal and remote systems and servers daily. Interfaced with sales and development team to foster growth in new North Carolina market. Worked with developers to implement sites working with PHP, MySQL, CSS, Javascript, and Photoshop.

#### *Key Achievements:*

- Coordinated the largest server move in company history from Texas to Virginia including the migration of over 100 customer websites, SQL databases, email and domain name services
- Supervised and worked directly on the creation and launch of many large and high profile websites and intranets including Providence Business News, NE Gas Company, Highland Capital Partners, and RI Public Transit Authority
- Acted as the primary trainer of WebTop (Newfangled's proprietary Content Management System) to clients, consultants, and third-party developers

## **COX INTERACTIVE MEDIA/OSO.COM - Atlanta, GA / Providence, RI 1998–2003**

### **OSO.com Founder / CIM Content Engineering Manager**

Oversaw the efforts of various departments and staff to ensure the timely production of multiple centrally controlled web portals aimed at specific local audiences for this nationwide online content provider, reporting to VP of Marketing. Converted 30 portal sites from a proprietary in-house content management system to a new system offering improved speed, efficiency, and multi-site CMS and maintenance; new system enabled enhanced centralized management for a network of 30 web portals and 15 specialty sites encompassing up to 1 million pages each.

#### *Key Achievements:*

- OSO.com – Conceptualized, designed, launched, and monetized OSO.com
- Initiated and managed implementation and launch of 18 new Web Portals over a 5-week period to replace defunct Excite@Home sites in CCI markets
- Saved company an average of \$120,000 per year through creation and implementation of an automated channel navigation link maintenance system
- Spearheaded development and implementation of an SSI/Apache-based system allowing the central creation and local sharing of nationally distributed packages
- Developed strong and profitable relationships with third-party vendors to secure strategic relationships and acquire data for a national network of 28 locally focused sites

**INTELECOM DATA SYSTEMS** - East Greenwich, RI

1992–1998

**Vice President and Director of Web Services**

Led Rhode Island's largest Internet provider and web production company. Partnered with major industry players including Netscape, Real Networks, and Silicon Graphics to develop new technology guidelines for JavaScript, Real streaming media, and scalable web hosting. Leveraged partnerships to acquire new web hosting and design accounts. Managed a team of graphic artists, programmers, and system administrators.

*Key Achievements:*

- Increased web sales revenues by more than 500% over a 3 year period
- Grew company from 3 to 30 employees in 3 years
- Helped to transform a BBS into RI's largest Internet Services company
- Worked with cable company in pioneering deployment of first cable modems

**TRAINING**

Microsoft Certified Systems Administrator & Engineer (MCSA/MCSE)

Microsoft Certified Professional (MCP)

Credited Coursework in Various Languages and Applications

**FEATURED IN**

***Multimedia Producer's Bible: Managing Projects and Teams***, IDG/Hungry Minds, Inc.