

David W. Riddle

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SUMMARY

Over fifteen years of proven abilities to organize, establish and lead both domestic and foreign corporations through all phases of development while increasing profits and lowering expenses. Extremely skilled in bringing together teams to reach identified objectives. Outstanding track record for aggressive innovation and cost containment. Key strengths are abilities at self-starting, and being a goal-oriented strategist whose confidence, perseverance and vision promote team success.

PROFESSIONAL EXPERIENCE

Enigma Group

1998 – Present

Created and directed the following business investment interests

MicroWorks System Solutions, LLC

1994 – Present

Organized an Information Technology Company with a focus on working as an integral partner for our clients rather than merely being a vendor. This novel approach resulted in the company enjoying annual gross revenues in excess of \$500k and growing faster than 240% during its first two years of operation. Company has retained many original clients, which is itself, a testament to customer satisfaction.

Open Lines Communications, LLC

1997 – 2000

Brought together a team of four partners to organize an Internet Services Company. Through planning and stringent cost containment the company was brought to profitability within six months. As managing partner he guided the company through a merger and acquisition with a larger ISP.

Surf Premier Pool Builders, LLC

1997 – 1998

Created this company out of the remains of the company listed below. Company had a 788% rate of growth during the first two years from revenues of only \$61k in 1997 and \$541k in 1998. His partnership participation ended in 1998 to refocus on the core business projects of MicroWorks.

SplashWorks, LLC (dba: Splash Custom Pools and Spas)

1995 – 1997

Started this Swimming Pool Construction Company after identifying some unique marketing opportunities dealing with pool safety issues and struck a marketing partnership with the local American Red Cross. Company. Phenomenal sales growth of over 850% from a low of \$163k in 1995 to over \$1.55M in 1996.

SplashWare, LLC

1995 – 1996

Organized and supervised the development of a commercial software application. Marketing efforts obtained reviews in newspapers all over the country and earned a "Top Site" award early in the growth of Internet marketing.

BankOne, Arizona / Valley National Corporation

1991 – 1994

Special Projects / Systems Analyst

Performed Special Projects for Executive Management within both Finance Administration and Office Technology. Coordinated various merger related projects when Valley National Bank was acquired by BankOne. Projects resulted in being credited with over \$1M in recurring annual savings.

Sun Newspapers, Inc

1990 - 1991

Managing Editor

Tasked with saving a small local newspaper that was within thirty days of bankruptcy. Identified fundamentals and returned the Corporation to profitability through a number of measures: new marketing opportunities, reducing and re-tasking employees, worked with suppliers to streamline operations.

Intel Corporation

1990

Assistant Program Manager – Random Access Memory Division

Korean language skills and contacts allowed participation in the management of key supplier programs in assembly/test operations with an emphasis on Intel's relationship with the Korean services company Amkor/Anam (at the time, the world's largest semiconductor assembly contractor). Sivation managed the processing of approximately 10 – 20% of Intel's total volume through Anam's Korean factory on a monthly basis (2 million units across 200 line items utilizing 45 different package configurations.)

Enigma Group International, Inc

1987 - 1990

Seoul, Republic of Korea

Founded a company with operations in both North America and Asia with consulting contracts in media (radio and print), OEM manufacturing and trade. He was responsible for overseas operations and some of the company projects were:

- Consulting for the Korean Ministry of Foreign Affairs within the International Trade Division and provided US-Korea Trade Analysis as well as participating in US-Korea Trade negotiations.
- Writing six-to-seven magazine pages per month and copy editing additional articles dealing with US-Korea trade issues for Korea BusinessWorld magazine.
- Providing weekly OEM source inspection and reports for a US manufacturer who had a line of their products assembled in Korea.
- Participated as on-air talent for a twice-daily broadcast on KBS 1 Radio (the top radio station in Seoul)
- Coordinated with our US office on the importation of various products to the United States. Responsible for identifying new product lines and establishing relationships with suppliers.
- Time sensitive field data collection for US Government organizations.

Church of Jesus Christ of Latter-Day Saints

1982 - 1984

Seoul, Republic of Korea

Took two years off from college to work as a Volunteer (unpaid) Missionary.

Education

Arizona State University

B.A. Political Science – 1987

Minor: Asian Studies and International Business

Brigham Young University

Studied: International Relations 1982-1985

Language Skills

Read, write and speak Korean