

# Ryan Edward Bishop

Self-motivated web developer with a deep understanding of the front-end development stack. Skilled in business management and online marketing, with proven excellence in pitching and closing sales, managing projects and over-delivering results.



[masteryan.com](http://masteryan.com)

## EXPERIENCE

### **LAMP Developer & Web Consultant** *PKS Consulting Group; USA/Thailand*

JANUARY 2003 - PRESENT

Design, build, maintain, sell and support a cloud-based media-driven content management system, with a strong focus in the following technology skill areas:

#### **Linux Administration**

- Install, optimize and manage up to 50 large-capacity servers
- Integrate servers into a mirrored and load-balanced array
- Custom build a network-wide monitoring and ban system (blocking hundreds of thousands of rogue hits per day)
- Design and maintain a zero downtime backup and recovery system

#### **System Architecture & Development**

- Design and build a module-based CMS
- Create bash installation scripts for sites and servers
- Design an API-based data system to allow portability, increase speed and maximize security
- Develop responsive websites with Javascript, jQuery, Bootstrap, CSS

#### **Media Optimization and Delivery**

- Design and build a scalable remote video transcoding system processing hundreds of videos per day in multiple streaming formats
- Develop a content delivery network (CDN)
- Acquire extensive knowledge of media streaming protocols, codecs, conversion practices, and streaming delivery methods

#### **Marketing, Sales and Client Management**

- Create marketing materials, websites, landing pages, and promotions for the CMS and other online products
- Gain proficiency and actionable experience in SEO, paid search, social platforms, content marketing, sales funnels, targeting, and retargeting
- Pitch, upsell, and maintain relationships with hundreds of clients
- Spend thousands of hours supporting CMS users

#### **Offshore Project Management**

- Plan, quote, sell and deliver hundreds of CMS-based projects
- Manage a group of remote designers, programmers and marketers
- Maintain healthy profit margins and continuously meet deadlines

## ACCOMPLISHMENTS

#### **Vodacom Web Portal (2015/6)**

Exclusive early developer of high-volume websites on the proprietary Vodacom SA web portal in PML and HTML5 resulting in millions of hits and 1000+ sales per day.

#### **Payment Processing (2014)**

Designed, built and maintained a merchant account integrated billing system processing thousands of USD per day.

#### **1800luggage.com (2005-2007)**

Converted telesales business into e-commerce site, integrating legacy sales and fulfillment systems, resulting in an additional \$2 million per year in revenue.

#### **Social Responsibility**

Donate time, money and materials to multiple charities and schools in Thailand. Taught English in local primary school to support needs.

#### **Firefighter (1991-1994)**

Volunteer firefighter and rescue driver in Stafford, Virginia

#### **Eagle Scout (1989)**

Achieved top rank of Eagle Scout in the Boy Scouts of America, USA

# Ryan Edward Bishop (continued)

## **Technology Manager**

*Brio Advertising; Livonia, Michigan*

MARCH 2001 - JANUARY 2003

Purchase and implement all technology related equipment, including servers, PCs, telephones, and printers; Project Manager for web design projects; Build an intranet to manage client projects; Nicknamed "Samurai" by company President for the ability to evaluate and solve any problem.

## **Web Developer**

*Crain Communications; Detroit, Michigan*

JANUARY 2000 - MARCH 2001

Assist in establishment of in-house web development team to reduce \$10+ million a year in outsourced web development spending. Help grow the team to 15 employees, including an online advertising group, and reduce spending by approximately \$8 million a year.

## **Internet Development Director**

*Deadline, Inc.; Norfolk, Virginia*

MAY 1999 - JANUARY 2000

Outside sales of Internet and web design products and services; Manage technical support staff; Manage web design services; Develop marketing tools for web design and Internet products and services; Manage multiple NT servers; Community Outreach Coordinator.

## **PC/Network Technician**

*Old Dominion University; Norfolk, Virginia*

AUGUST 1994 - MAY 1999

Hired within weeks of attending college, based on experience; First on-staff web designer, built the first version of many department websites; Computer Lab Technician; PC/LAN Technician; Mac Technician; Help Desk Supervisor; Computer Lab Assistant Manager.

## **EDUCATION**

### **Old Dominion University, Norfolk, Virginia**

*Philosophy major, worked in IT dept*

AUGUST 1994 - MAY 1999

### **North Stafford High School, Stafford, Virginia**

*High School Diploma*

JUNE 1991

## **SALES EXPERIENCE**

### **Outside Road Sales**

Door-to-door sales of fund-raising products for regional Fire Depts. My first "job" after High School.

### **Outside Sales & Lead Generation**

Cold calling local businesses, warm calling existing clients, selling web design and marketing (See Deadline, Inc experience) .

### **Telemarketing**

300-hours of cold calling to request support for Bob Dole Presidential campaign in '96.

### **Waiter**

Served guests for many years in Olive Garden and similar, then Norfolk Yacht Club in college. One of my favorite occupations.