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## Professional Profile: Andrew Gunter

Andrew Gunter has 20 years experience in the Communications and Information Technology industries. Following several years in industrial lighting sales while completing his initial degree, he joined Telstra in Melbourne to work with leading edge data communications technologies. Having spent four years product managing a variety of technologies, including new product developments, he then relocated to Canberra as both a Consultant then Account Manager of key Federal Government accounts.

Following Telstra's acquisition of Australia's AARNet Internet backbone, Andrew spent an exciting two years within a start-up environment with commercial responsibility for the development, management and marketing of Australia's first commercial Internet backbone. He then worked with IBM for two years as a Senior Interactive Media consultant, playing a key role in the creation of IBM's Australian eBusiness capability. He then spent a year running his own consultancy firm before then integrating that professional services business into Pacific Commerce (<http://pacificcommerce.com.au>), an Australian-owned eCommerce company.

After 2 years as Chief Technical Officer for Pacific Commerce, Andrew assumed the role of Managing Director in September 2001, following a leveraged management buy-out of the organisation. During his time with Pacific Commerce, Andrew led the creation, development, and commercialisation of the Boulevard data management software suite, pulled together and provided leadership for a talented and committed team, and drove the development of real-world eCommerce applications and document exchange services for many Australian organisations.

Following the buy-out of Pacific Commerce by Disprax, Andrew again took on leadership of Pacific Commerce's Consulting and Development division, driving both new product development and the integration of leading edge Internet technologies within clients' organisations.

Electing once again to work within a boutique consulting environment, Andrew returned to a full-time consulting and development role. This has provided the opportunity to once again work closely with a range of clients while enjoying complete control of all aspects of client relationships and projects.

Since that time Andrew has worked with a range of clients in publishing, travel, communications, blogging, transport, and community organisations, as well as providing web development and consulting services to charity groups on a pro-bono basis.

He brings to our clients both high level technical skills and an in-depth understanding of modern information technologies, as well as consulting and general business management knowledge and skills. His excellent written and oral presentation skills provide the backbone of his consulting capability. His ability to collaboratively work with both technical and business representatives of clients is a real strength, together with his proven and mature ability to deliver results on time and on budget.

### Skills

- High level consulting and business analysis
- Excellent written and oral communication
- Programming: PHP, MySQL, Perl, CSS, Javascript, Ajax, SOAP, Web Services
- Network & System Integration
- Networking: Firewalls, Web & Email Servers, & DNS
- Technical Documentation and Training