

Bernd Wechner – Systems Analyst

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0427-651112 (SMS prior to call)

Skills

Math and Physics, Software Engineering, Programming, Networking and network management, Project management, Team management, Technical writing, Training course design and delivery, Quality assurance, Process automation, Language and cultural awareness.

Professional Summary

Systems Analyst

A life-long learner with intrinsic curiosity and desire to garner new understanding and skill, I have resisted pressures to become a leading specialist first in cold steel rolling, then in GSM cell tuning and on and on, electing every 3-5 years with solid succession planning to step sideways into new fields, touching over time on almost every aspect of business management and good many aspects of math, science and engineering. The word that springs to mind is “analysis” which has been the common thread in all my work today. Coupled with abundant experience in writing, from the academic (published papers) to technical (user manuals and such) to the informal and presentation (at conferences, to classes and more) the words “systems analyst” spring inexorably to mind. The art of studying, understanding and then summarising, and re-presenting in lay terms what is understood.

Quality Assurance Manager

I started formal testing on payphone systems, have professionally tested Tasmanian Government websites in development, supported development of a regression testing automation system, managed a quality assurance team across three corporate divisions (stable software releases, venture software development and hardware measurement systems), implemented testing in Python and with Django and with pywinauto and Selenium (browser testing). I champion quality both hands on and at a policy and organisation level.

Technical Writer

I have co-authored a few papers, written extensive technical documentation for and the English help systems for the payphone management systems REMAS III, and for the Hydroacoustic data processing software Echoview and managed delivery of same for the Data fusion software system Eonfusion. I have written extensive internal documentation on algorithms have also written extensive material in support of training courses, and published research on Suite 101 and publish on dev.to today, and may start up on substack some time. My preferred tools for mathematical documentation are LaTeX in the LibreWriter at present.

Software Trainer

I developed and delivered training courses for payphone management systems in English, German and French, and subsequently for hydroacoustic data processing software (Echoview). I have delivered training courses across the world and online and presented at numerous conferences and trade shows.

Full Stack Developer

With a masters degree in Information Technology and Telecommunications, I manage a LAN, with servers, and develop websites for personal and community use. Strengths include all levels from bare metal up to the UI (though I favour good designers for UI work support). My favoured stack at present includes: Ubuntu, Lighttpd, uWSGI, memcached, PostgreSQL, Django and naked JS client side with modest jQuery support. I have worked with Redhat, MS-Server, Apache, IIS, ASP, C# .NET, PHP and can bring into service any framework on demand of course, not least any of the front-end frameworks be that React, Angular, Vue, Svelte ... they all require modest familiarisation effort.

Sales and Partnership Manager

I managed sales for Echoview, bringing revenue over \$2 million per annum on a trajectory to \$3 million per annum. Specific areas of focus and reform including marketing, licensing, pricing and global reseller network development and empowerment - the outcome of analysing all our existing revenue sources and sales processes and systems. I completed the High Performance Sales course.

Career

- 2019 — 2024 Quality Assurance Engineer, Echoview Software Pty. Ltd.
- 2015 — 2019 Global Partner Manager, Echoview Software Pty. Ltd.
- 2015 — Full Stack Developer, Self-driven side gig
- 2011 — 2015 Global Sales and Marketing Manager, Echoview Software Pty. Ltd.
- 2010 — 2011 Sales Support (Infrastructure and Asia/Pacific), Echoview Software Pty. Ltd.
- 2006 — 2010 Project Manager, Myriax Software Pty. Ltd.
- 2003 — 2010 Manager of Support, Quality Assurance and Documentation, SonarData Pty. Ltd.
- 2002 — 2003 Manager, User Support and Training, SonarData Pty. Ltd.
- 2002 Test Engineer, Dytech Solutions Pty. Ltd.
- 2000 — 2002 Software Engineer Larrisun Pty. Ltd.
- 1998 — 2000 Customer Support Engineer, Landis and Gyr Communications
- 1997 — 2010 Company Director, Larrisun Pty. Ltd.
- 1997 Technical Consultant, BHP Research
- 1995 — 1996 Telecommunications Engineer, Swiss Telecom PTT
- 1995 — 2003 Contributing Editor, Suite101.com
- 1992 — 1993 Research Engineer/Liaison Officer, BHP Sheet and Coil Products Division
- 1986 — 1991 Research Engineer, BHP Sheet and Coil Products Division
- 1983 — 1986 Mechanical Engineering Trainee, BHP Coated Products Division
- 1979 — 1980 Newspaper delivery, Northwest Star

Experience

The SonarData/Myriax/Echoview years

Global Partner Manager, Echoview, Echoview Pty. Ltd. 2015-2019

With an expanding reseller network and related work, I focused formally on the growth and support of the reseller network across the globe and strengthening the relations we had with echosounder manufacturers and collaboration with them. I managed individual sales representatives employed for the distinct regions of North America, Europe, Asia/Pacific and Latin America.

Global Sales and Marketing Manager, Echoview, Echoview Pty. Ltd. 2011-2015

I brought the business over the \$2 million annual revenue threshold and set it on a trajectory to reach \$3 million annual revenue by augmenting and altering the preexisting direct sales approach with:

1. **Branding revision** (uniforms for direct sales staff, conference bling, DL format brochures and more)
2. **Investing in marketing** (hiring a marketing professional, website revision, research into ROI of various marketing channels)
3. **Review of pricing** (moving from a very complicated pricing model that required resellers to request quotations from us, to a much simpler model that empowered resellers to quote from a price list)
4. **Revision and expansion of our reseller network** and the contracts we had with them, empowering them to demonstrate and quote more independently.
5. **Strengthening ties with key hardware suppliers** whose products we complement, at the outset Simrad (Kongsberg Maritime), BioSonics and HTI, courting also Sound Metrics and BlueView.

Project Manager, Eonfusion, Myriax Pty. Ltd. 2006-2011

With Eonfusion project running behind schedule, over budget and at risk of failure I was appointed project manager to bring this product to market. I implemented Steve McConnell's three-point estimation, training staff in its use and subsequent application to confidence based forecasting and budgeting. Using that with team support we got the product to market and a version 1.1 service release reliably budgeted and delivered on time. Sales however under-performed (too little too late) and capital ran dry.

Departure: position declared redundant after radical team size reduction in response to poor revenue performance.

Manager of Support, Quality Assurance and Documentation, SonarData Pty. Ltd. 2003-2011

Managing the Support, Quality Assurance and Documentation (SQuAD) needs across three corporate divisions (Echoview, AQ1 and Eonfusion) with a team of up to 10 members.

Manager, User Support and Training, SonarData Pty. Ltd. 2002-2003

Tasked with the design and delivery of a three day training course in basic hydroacoustics and Echoview software, with 12 weeks lead time. Managed customer support and worked on the Echoview 3 help system in parallel to garner the skills needed. After a very successful and well received course delivered in Seattle and Anchorage, continued managing the ongoing user support, training and documentation needs, delivering this training course as needed.

Education

Master of Engineering (IT&T), Flinders University of South Australia 1995-96

Bachelor of Engineering (Mechanical), Honours class II, University of Wollongong 1983-86

Higher School Certificate, Physics prize, Engadine High School 1981-82

Junior School Certificate, German prize, Mount Isa State High School 1978-80

Selected Training Courses

Robotic Vision MOOC, Queensland University of Technology, 2015

No nonsense web intelligence, Online Impressions, 2010

People in Projects, The Training Consortium, 2008

High Performance Communication, High Performance, 2005

High Performance Sales, High Performance, 2005

Practical Project Estimation, SEA Education services, 2004

Project Management Advanced, SEA Education services, 2003

The Landmark Forum, Landmark Education, 2003 (corporate sponsored management program)

CMMI-SE/SW for Senior Managers, European Software Institute, 2003

Steel Group Management Course, BHP Steel (now Bluescope steel), 1992 (in-house program)

Priority Manager training, Priority Management, 1992 (personal time management skills)

Personal Details

Date of Birth: November 12, 1965

Nationality: Australian, Swiss

Marital Status: Married (de facto) with three children (2003, 2013, 2017)

Referees

Provided on demand. Most former employers available for comment (the further back in time the harder that gets, but can be done as I've always held warm ongoing relations with my colleagues and employers and let's face it LinkedIn is pretty good even if I've never quite fully invested in it).

Context of This Document

This is a 3 sheet resumé, being a very targeted extract of key points relating to the role of Systems Analyst.

It consists of extracts from a full Curriculum Vitae of 7 sheets, which is available for drill down or further details, should this targeted rendition pique further interest.

The complete Curriculum Vitae as well as other targeted extracts are all available at:

<https://bernd.wechner.info/Professional>

The full body of professional experience is also up to date at:

<https://www.linkedin.com/in/bernd-wechner/>

and:

<https://www.seek.com.au/profile/bernd-wechner-MS1cwNZM1M>

respectively, the two most important professional employment related sites in use today in Australia.