

## Christopher Earle

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### Summary

**Accomplished Business Development and Application Development Leader** with over 17 years experience providing solutions to Architecture-Engineering-Construction (AEC) and Geospatial Mapping clients. Possesses a focused and proactive approach to problem-solving, as well as exceptional insights into developing and marketing software solutions to corporate clients.

Expertise includes:

- Business development and negotiation skills, honed through years of developing cutting-edge applications involving multiple organizational participants.
- A thorough understanding of 2D and 3D software development processes, including a rigorous approach to Quality Assurance testing.
- Absolute proficiency with most major 2D/3D graphics applications, gained from over 20 years of architectural design and graphics experience. (e.g. AutoCAD, Revit, 3D Studio Max, Adobe CS4 Creative Suite.)
- Superb business communication and interpersonal skills.

### Professional Experience

#### Inspatia, Inc. Honolulu, HI

2003 – 2009

##### Principal

Operated a consulting firm specializing in marketing and application development for the Architecture-Engineering-Construction (AEC) industries.

- Produced CGI-based still and motion graphics campaigns to promote large-scale (\$100 million-plus) real estate developments. Clients included:
  - \* **Castle & Cooke Homes and Resorts**
  - \* **Alexander & Baldwin Real Estate**
  - \* **Durrant Media Five/Cheney Brooks**
- Conceptualized and created an online Geographic Information System (GIS) for the Honolulu Department of Planning and Permitting. The resulting application allows users to interact with 3D city models at scales ranging from city to building to floor-plan.
- Formed a working partnership with a nationally renowned geospatial application firm (USI-Hawaii/ HiTech Urban Solutions) for cross-marketing and application development purposes. Clients included:
  - \* **The Honolulu Transit System**
  - \* **The Honolulu Department of Planning and Permitting**
  - \* **Helber, Hastert & Fee Planners/ The United States Department of the Navy**
- Developed an online Building Information Management (BIM) system in partnership with USI-Hawaii/ HiTech Urban Solutions. The application allows users to call up tabular and graphic data while interacting with a 3D building model.
- Hired, trained, and managed teams of up to six consultants/interns.

#### Viewpoint Corporation, New York, NY

2001 – 2003

##### Sales Engineer

Provided sales and technical expertise for a leading, publicly traded Rich Media software corporation. Acted as the “go-to” liaison between all major departments of the company: Engineering, Quality Assurance, Production, Sales, Creative Services, and Marketing.

- Promoted the company at international industry tradeshows.
- Met with existing and potential clients to provide technical expertise and sales support. Clients included numerous Fortune 500 companies.
- Developed testing suites and techniques for the Quality Assurance Department. Monitored testing at all points in the QA process.
- Researched and developed new software features for the Engineering Department, based on interaction with clients.
- Created documentation and demonstrations of Viewpoint technology for the Engineering, Training, Sales, and Marketing departments.

#### Mendel 3D Corporation/Duran Duboi Interactive Software, New York, NY and Paris, France

2000 – 2001

##### Director, Technical and Creative Relations

Supported the development and marketing of Web graphic software for a French software firm’s startup operations in the US.

- Performed market, product, industry and competitive analyses.
- Oversaw the creation of the American Marketing team’s product demonstrations.
- Acted as liaison between the French engineering team and the American marketing team.

**Washington Computer Services, CAD/Multimedia Department, New York, NY**

**2000**

**CAD/Multimedia Applications Specialist and Trainer**

Provided New York area government sector clients with consulting, training, and technical assistance. Clients included the New York Departments of Transportation, Education and the Environmental Protection Agency.

- Produced the CAD/Multimedia Department's print and Web-based marketing collateral.
- Represented the firm at tradeshow and informational presentations.

**Consulting for Architects, Boston, MA and New York, NY**

**1996 - 2000**

**CAD/3D Visualization Applications Specialist and Trainer**

Provided architectural design, 3D visualization, and construction documentation expertise to several internationally renowned architecture firms. Clients included:

- \* **Skidmore, Owings and Merrill**
- \* **The Stubbins Associates**
- \* **Tsoi/Kobus and Associates**
- \* **Bergmeyer Associates**
- \* **Jung Brannen Associates**

- Assisted clients on international and domestic design and construction projects. Duties included schematic design, space studies, 3D visualizations, and construction document production.
- Taught courses in AutoCAD at the **Consulting For Architects CADD Training Center**.

**Harvard University Planning and Real Estate**

**1996-1998**

**Assistant Planner**

Provided planning, documentation and CAD-based geospatial studies for the Planning and GIS Departments.

- Produced campus and facility planning studies for various university departments and for presentations to the public at large.
- Verified and edited geospatial elements of the university's digital base campus map.

**BLM Ingénierie, Paris-Saint Maur, France**

**1992 - 1993**

**Marketing Specialist**

Oversaw the marketing of architectural and civil engineering CAD programs in France and abroad.

- Wrote press releases concerning the firm's software for publication in North American journals.
- Translated software commands and user manuals into English.

**Education**

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**Harvard University**, Cambridge, Massachusetts

Master of Architecture, June, 1998

**Case Western Reserve University**, Cleveland, Ohio

Bachelor of Arts in English and Graphic Arts, May, 1987

Additional professional development from:

**New York University SCPS Information Technologies Institute**, New York, New York

Course in Web Business Development, Summer, 2000

**Presentations**

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"**Geospatial and Design Visualization**", a presentation given with Harley Parks and David Irick of USI-Hawaii/HiTech Urban Solutions on May 12, 2009 for U.S. CAD's **Autodesk Solutions Tour Honolulu** at the Neal S. Blaisdell Center in Honolulu, HI.

Presentation on **3D Interactive Honolulu City Applications**, co-presented with Harley Parks of USI-Hawaii/HiTech Urban Solutions, at the **The Pacific Geospatial (PacGeo) Conference**, October 5, 2006 at the Hawaii Convention Center.

American Institute of Architects, Honolulu Chapter, presentation on 3D Interactive Applications for the **Technology in Architectural Practice** Series on February 9, 2005

**Awards**

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**Society of Professional Journalists 2008 Excellence in Journalism Award** for "Mapping the Void", an illustration in *Hana Hou* Magazine.