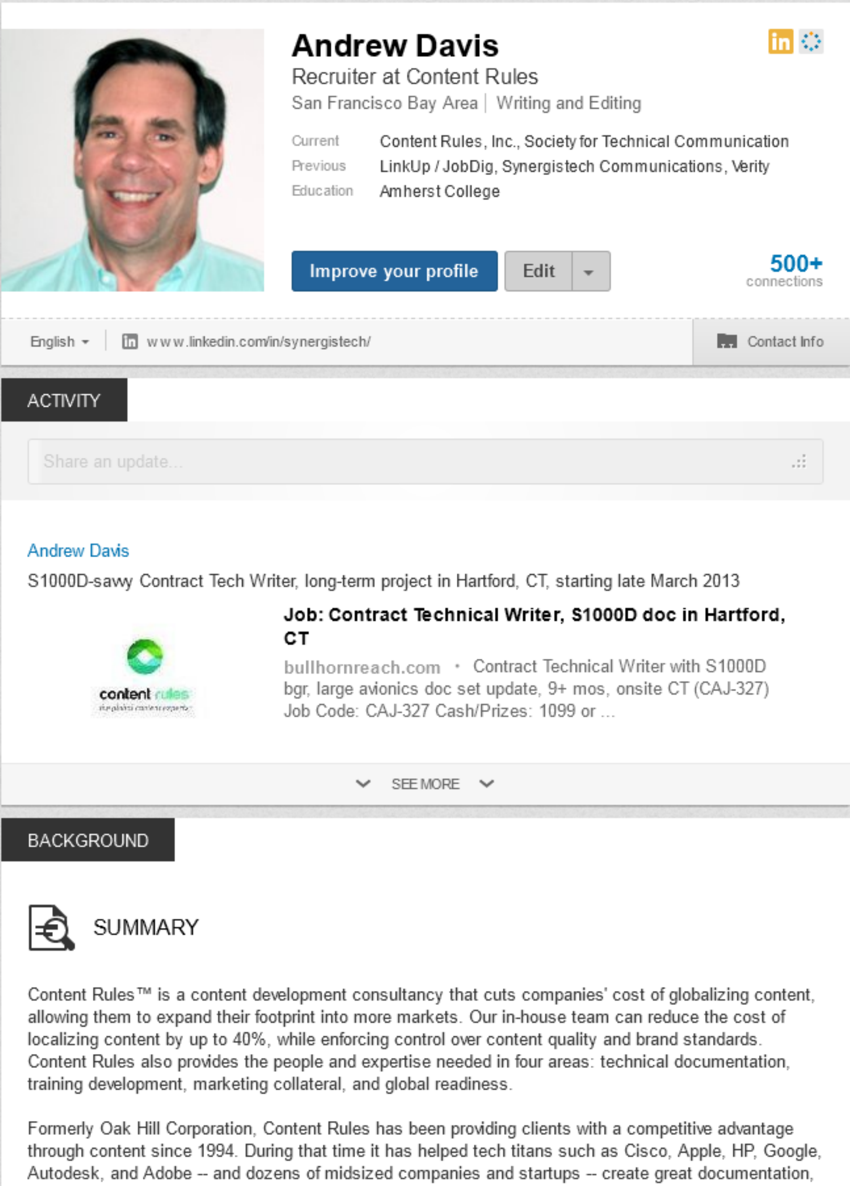


Andrew Davis

Recruiter at Content Rules

San Francisco Bay Area | Writing and Editing

Current	Content Rules, Inc., Society for Technical Communication
Previous	LinkUp / JobDig, Synergistech Communications, Verity
Education	Amherst College

500+ connections

ACTIVITY

Andrew Davis

S1000D-savvy Contract Tech Writer, long-term project in Hartford, CT, starting late March 2013

Job: Contract Technical Writer, S1000D doc in Hartford, CT

bullhornreach.com • Contract Technical Writer with S1000D bgr, large avionics doc set update, 9+ mos, onsite CT (CAJ-327) Job Code: CAJ-327 Cash/Prizes: 1099 or ...

BACKGROUND

SUMMARY

Content Rules™ is a content development consultancy that cuts companies' cost of globalizing content, allowing them to expand their footprint into more markets. Our in-house team can reduce the cost of localizing content by up to 40%, while enforcing control over content quality and brand standards. Content Rules also provides the people and expertise needed in four areas: technical documentation, training development, marketing collateral, and global readiness.

Formerly Oak Hill Corporation, Content Rules has been providing clients with a competitive advantage through content since 1994. During that time it has helped tech titans such as Cisco, Apple, HP, Google, Autodesk, and Adobe -- and dozens of midsized companies and startups -- create great documentation, training, and marcom deliverables.

Content Rules can provide specific contract or staff talent to create any kind of content deliverable. Global Readiness practice helps prepare that content for international audiences. And our Content Strategy practice optimizes your content's development and deployment.

Our huge database of well-screened, tested candidates is at your service.

In my former incarnation, I ran Synergistech Communications, a recruiter of technical communicators for the SF Bay Area software industry. I got good at sourcing professionals who explain complex products to impatient, technically sophisticated developers, administrators, and integrators via API references, programmers' guides, developer tutorials, and illustrative code samples in C, C++, C#, and Java.

From 1986 to 1995 I wrote documentation for Silicon Valley technology companies. Before 1986, I did technical marketing writing, journalism, and direct sales.

Today, I offer candidates candid skills assessment, resume evaluation, and interview coaching.

To hiring managers, I offer quick and accurate results, trenchant perspective, creativity, and pragmatism.

To both I offer empathy and insights to bridge the divide.

What's Next?
Glimpsing the Opportunity Beyond the Impasse

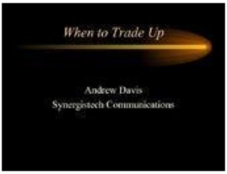
Andrew Davis
Synergistech Communications

What's Next for Technical Communicators (2/2009)

Acing your Interview

Andrew Davis
Synergistech Communications

Acing your Interview



When to Trade Up

Andrew Davis
Synergistech Communications

When to trade up

Becoming the
Compelling Candidate

Andrew Davis
Synergistech Communications

Becoming the Compelling Candidate (6-2008)

content rules

Optimizing your
Content-Development
Portfolio

Optimizing Content-Development Portfolios

SEE MORE

EXPERIENCE

Recruiter

Content Rules, Inc.

September 2010 – Present (2 years 5 months) | Sunnyvale, CA

Matching contract (1099 & corp-to-corp) and staff/salaried content creators -- Technical Writers, Instructional Designers, Editors, Trainers, Marketing Communicators, and much more -- with discerning technology companies.

Content Rules has a 2000-person database of well-screened, tested candidates and it's my job to put them to work. I supplement them with the best talent from 15 years' experience running Synergistech Communications, which served the same market.

Our current opportunities are detailed and indexed at http://www.contentrules.com/jobs.

And there's plenty of career-related advice for content developers at http://www.contentrules.com /jobs/category/gar/.

▾ 3 recommendations, including:

Sergey Mitilino

project leader at LinguaFranca

Andrew is a highly professional and talented recruiter. He is really engaged in the process and provides maximum support to... View ↓

John Mulvihill

Technical writer, rich-media performanc...

I've been writing user docs for more years than I care to admit. Most of my work comes from referrals and networking.... View ↓

1 more recommendation ↓

content rules

Emerging Roles and Hot Markets for Tomorrow's Tech Writers

Emerging Roles and Hot Markets for Tomorrow's Tech Writers (7/2012)

Get yourself noticed

Retailspeak
prime

Leveraging LinkedIn to Get Yourself Noticed (1/2013)

Senior Member, past President (San Francisco chapter)

Society for Technical Communication

1986 – Present (27 years)

Regular attendee at San Francisco Bay Area STC meetings, to talk about the job market, recruit candidates, and learn about opportunities to make a difference. Left STC in 2009 to affiliate with LinkUp.com (a disruptive subscription and PPC job-search product for employers that truly levels the playing field for candidates) but rejoined in late 2010.

Business Development

LinkUp / JobDig

August 2009 – September 2010 (1 year 2 months)

Evangelizing LinkUp.com's job-search engine to companies seeking cheaper, faster, easier access to serious candidates in the US and Canada.

LinkUp:
* Indexes jobs ONLY from employers' websites, and freshens them daily — its listings are always current, never fake, and usually unadvertised anywhere else. Result: candidates can confidently spend more time focused on your opportunities.
* Carries no listings from recruiters, job boards, or aggregators. No middleman or advertising fees means candidates cost you less.
* Publicizes ALL your jobs for less than the price of 2 postings on the major 'pay-to-post' job boards, OR set your own daily or monthly budget and get true 'pay-for-performance' (PPC) results.
* Offers a custom career portal, if you lack your own applicant-tracking system (ATS).
* Brings candidates directly to your site, making them ATS-trackable and easier to inform.
* Syndicates your job listings to Facebook and Twitter, solving your social-network distribution challenge.
* Offers inexpensive sponsored ads — a fraction of the cost of Indeed, Simply Hired, and Google. Plus, you're not bidding against the job boards as you would be on the aggregators.
* Makes jobs ultra-accessible via its iPhone app, blog widget, custom RSS feeds, email agents, Twitter, and Facebook app.
* Carries almost 400,000 jobs from over 22,000 employers nationally, including all the Fortune 500 — at least 3 times more listings than The Ladders and Employment Crossing, and 8 times more than DICE.

Recruiter

Synergistech Communications

January 1995 – August 2009 (14 years 8 months)

Owned and ran innovative, principled, low-margin recruiting firm placing expert staff and contract technical communicators with discerning Bay Area technology companies. Our most notable talent was matching seasoned, technically sophisticated Technical Writers, Technical Trainers, and DITA / XML / structured-authoring professionals with urgent requirements for rare skill sets.

Our communicators didn't just communicate, they understood the technology about which they communicated.

Among the skill sets we recruited were the following:

* Technical Writers and Information Developers for the computer software and hardware, medical, biotech, pharmaceutical, financial, and semiconductor industries
* Business Writers for Sarbanes-Oxley (SOX) and ISO 900x process compliance, best practices, and in-house operations
* Copyeditors, production editors, and developmental editors
* Trainers (technical and otherwise)
* Publications Managers and Publications Directors
* Online Help and User Assistance (UA) authors
* Instructional Designers
* Illustrators and Graphic Artists
* Information Architects
* Electronic Publishing experts (for single-sourcing, knowledge base, XML/XSLT, DITA, structured authoring, and CMS implementations)
* Marketing communications experts (for white papers, proposals, data sheets, presentations, and video scripts)
* Usability/User Experience (UX) Specialists

* User Interface (UI) Designers
* Indexers
* Translators and Localization/Internationalization experts

We could be counted on for precision and speed, modest markups, deep understanding of and respect for our candidates and clients, frankness, reliability, and follow-through.

We were also unique for setting up "safe" (compliant) 1099-based contracts.

▾ 32 recommendations, including:

Joel Parker
Technical Writer at Space Systems Loral

Andrew Davis placed technical writers and editors exclusively with client companies. He knows the market for them in the Bay... View↓

DJ Cline
Media at DJCline.com

Andrew Davis helps hundreds of technical communicators find work. His expert advice and support helped transform the STC... View↓

30 more recommendations↓

Contract Technical Writer

Verity

May 1993 – June 1994 (1 year 2 months)

Created API/SDK reference documentation for text-retrieval software.

Contract Technical Writer

IBM

June 1991 – July 1993 (2 years 2 months)

Two contracts. 1) Created 200+ pages of original reference, help, and user documents in under 2 months for new hypermedia authoring tool. 2) Created installation, developer reference, and networking manuals for realtime servers.

▾ 1 recommendation

Michael Sunday
Owner, Sunday & Associates, Inc

Andrew simply dazzled people at IBM with his focus and quality standards. He's the one person I placed at IBM where I really didn't worry about how it would turn out. Andrew has gone on with the same quality standards in his own business. A fine... View↓

Contract Technical Writer

Informix Software

January 1993 – June 1993 (6 months)

Documented INFORMIX 4GL for Windows, created glossary, index, demo app, and product roadmap.

Contract Technical Writer

Network Equipment Technology

June 1992 – May 1993 (1 year)

Documented configuration and use of AppleTalk, CLNS, DECnet, Apollo Domain, Novell IPX, TCP/IP, Ungermann-Bass Net/One, Banyan VINES, and XNS protocols over Ethernet, Frame Relay, Token Ring, switched multimegabit, and serial networks. Wrote original content on RSRF and PPP protocols for users of T3-capable IDNX multiplexer. Created coursenotes for network administrators. Updated 700+ page LAN-WAN Exchange multiprotocol router.

Contract Technical Writer

Borland

January 1992 – April 1992 (4 months)

Wrote and revised SQL*Link Users Guide and six (6) RDBMS-specific addenda.

Contract Technical Writer

Silicon Graphics

July 1991 – July 1991 (1 month)

Created 40-page technical report for image-processing toolkit in less than 40 hours.

Publications Manager

Oracle

May 1988 – June 1991 (3 years 2 months)

Researched, wrote, edited, produced, and maintained 80+ books for Oracle database administrators running under proprietaary minicomputer operating systems, including Data General AOS/VS, Wang VS, Stratus VOS, Convergent CTOS, HP's MPE/XL, Prime PRIMOS, Control Data's NOS/VE, and IBM's System/88. Hired, trained, and managed four (4) Technical Writers. Team won division's "Top Gun" award twice for creating 1600+ pages of technical coursenotes for sales consultants.

▾ 2 recommendations

Marta Rauch

Principal information developer, team le...

As a member of Andrew's publications department at Oracle, I was impressed at the productivity of our team. We executed well... View ↓

Bruce Roberts

Creative Technical Writer and Web copy...

Andrew is the best recruiter for technical communicators in Silicon Valley. He's direct, honest, and effective, and he truly... View ↓

Technical Writer

Zehntel (now Teradyne)

March 1986 – May 1988 (2 years 3 months)

Wrote installation and configuration documentation and training coursenotes for circuit board testing hardware and its UNIX-based software.

Marketing Communications Writer

Marken Communications

1985 – 1986 (1 year)

Wrote press releases, backgrounders, and related marketing collateral about hard disks, printers, a power line disturbance monitor, and similar products for high tech clients.

PUBLICATIONS

I Want To Go Geek. What Should I Learn?

Content Rules

August 22, 2011

A quick review of hot technical skills and domains for content developers.

Optimizing Your Portfolio: Are You Ready for a Bidding War for Your Services?

Content Rules

August 22, 2011

Advice for technical content developers about making their portfolios more effective.

Optimizing Your Content Development Resume

Content Rules

June 16, 2011

Candid counsel for technical writers and others who need to improve the effectiveness of their resumes. Not getting calls? If you've got the skills, odds are that it's your odd resume.

Optimizing Your Job Application's Cover Note

Content Rules

June 15, 2011

Make your cover note memorable, and help hiring managers to avoid having to think before they pick up the phone. Because when they have to think, they stall.

LANGUAGES

French

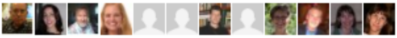
Professional working proficiency

SKILLS & EXPERTISE

Most endorsed for...

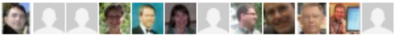
183 Technical Writing

69 Software Documentation



55 Technical Documentation

36 FrameMaker



32 Blogging

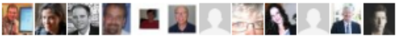
31 Editing

21 Content Management

21 Recruiting

16 Technical Recruiting

15 Microsoft Word



Andrew also knows about...

15	Visio
13	Marketing Communications
13	Content Development
10	DITA
10	Management
8	Writing
8	Microsoft Office
6	Public Speaking
5	HTML
4	Social Media
4	Social Networking
4	Presentations
4	Interviews
4	Business Development
3	XML

See 24+ ›

EDUCATION

Amherst College

BA, Liberal Arts (major: English)

1980 – 1984

Had hoped to go on to medical school, but became an English major just to survive. My class was the most competitive (applicants:admitted students) liberal arts program in the country.

Activities and Societies: Wrote and edited monthly newsmagazine (4 years). Swam 200-yard backstroke for varsity swim team (4 years). Cum Laude graduate.

Stowe School

Liberal Arts

1975 – 1980

ADDITIONAL INFO

Interests

Nanotechnology, investing, fitness, metaphysics, alternative healing, the environment, capitalism vs democracy, parenting

Personal Details

Birthday	March 31, 1962
Marital Status	Married

Advice for Contacting Andrew

Hiring? Contact Alberto Cassola (albertoc@contentrules.com). Hunting for work? Contact resumes@contentrules.com. Just want to talk? 408-395-8178 x105.

HONORS & AWARDS

Distinguished Chapter Service Award, Silicon Valley STC, 2007 (for advising members and presenting on career-related topics, as well as becoming chapter's first corporate sponsor)
Distinguished Chapter Service Award, San Francisco STC, 1995 (for getting organization on the web & automating job listings)
Top Gun Award, Oracle, 1989, for delivery of 1600+ pp technical training coursenotes

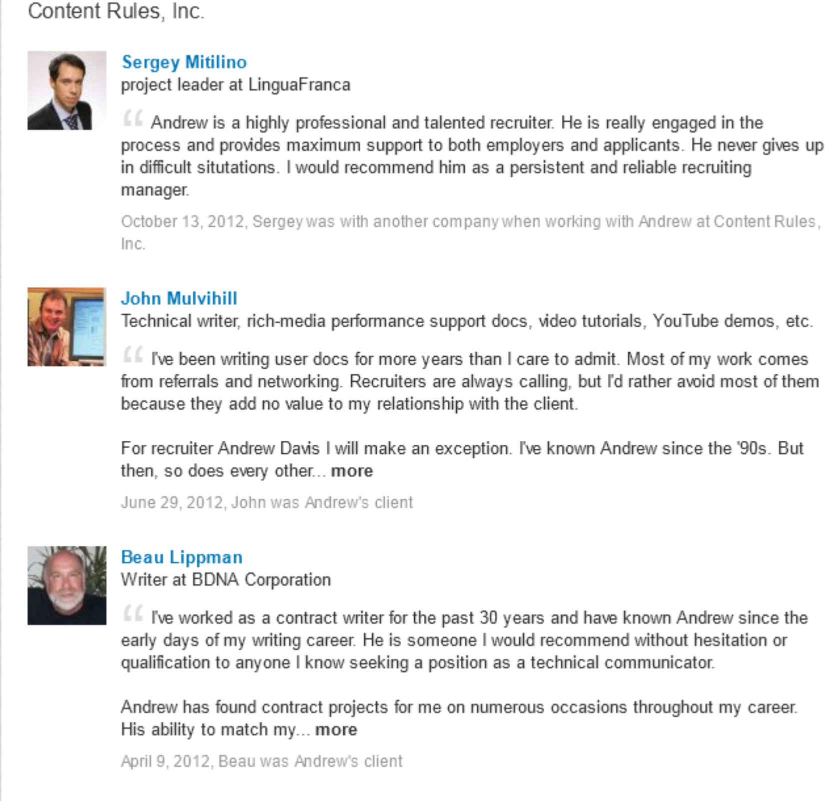
ORGANIZATIONS

Society for Technical Communication (STC), Bay Area Publications Managers' Forum (BAPMF), Oracle Alumni, OpenBC, MoveOn, Natural Resources Defense Council, Center for Science in the Public Interest, GreenPeace

RECOMMENDATIONS

Received (38) ▾ Given (53)

Recruiter



Content Rules, Inc.

Sergey Mitilino
project leader at LinguaFranca

“ Andrew is a highly professional and talented recruiter. He is really engaged in the process and provides maximum support to both employers and applicants. He never gives up in difficult situtations. I would recommend him as a persistent and reliable recruiting manager.

October 13, 2012, Sergey was with another company when working with Andrew at Content Rules, Inc.

John Mulvihill
Technical writer, rich-media performance support docs, video tutorials, YouTube demos, etc.

“ I've been writing user docs for more years than I care to admit. Most of my work comes from referrals and networking. Recruiters are always calling, but I'd rather avoid most of them because they add no value to my relationship with the client.

For recruiter Andrew Davis I will make an exception. I've known Andrew since the '90s. But then, so does every other... **more**

June 29, 2012, John was Andrew's client

Beau Lippman
Writer at BDNA Corporation

“ I've worked as a contract writer for the past 30 years and have known Andrew since the early days of my writing career. He is someone I would recommend without hesitation or qualification to anyone I know seeking a position as a technical communicator.

Andrew has found contract projects for me on numerous occasions throughout my career. His ability to match my... **more**

April 9, 2012, Beau was Andrew's client