

Frank Michlick



Summary

Bridge builder between technology, business and policy.

Internet Specialist combining over 25 years of business & technology experience. Pays attention to details while keeping the big picture in mind. Proven ability to quickly adapt and develop expertise in new technology. Solid understanding of the domain name, registration (registrar/registry), monetization, DNS, hosting, web development and ISP businesses. Believes in opensource based development.

Specialties: Internet Technical & Business Knowledge, ICANN accreditation, ICANN Policy, Domain Name Registration, Domain Monetization, new gTLDs, Registrar Systems, Registry Systems, PPC, System Integration, Open Source Concepts, Project Management, Troubleshooting, Demoscene (computer art).

Experience



Domains Product Manager

Web Hosting Canada (WHC)

May 2021 - Present (2 years 4 months)

Product Manager for Domain names at ICANN & CIRA accredited registrar Web Hosting Canada (WHC).

- part of the company's leadership team
- launched and build a .CA TBR backorder platform at WHC
- added "standard DNS" features for email & domain forwarding & zone management
- introduced registry premium domains



Registrar Consultant | Founder

DomainCocoon Inc.

Nov 2006 - Present (16 years 10 months)

Technical & Policy Consulting for various customers from the Domain Name Industry (Registrars, Registries, Resellers, Hosting Companies, Domain investors).

Services offered include Consulting, Domain Name Registration Management, Registrar Management, ICANN & ccTLD Accreditation, ICANN Compliance, DNS configuration, Project Management, Product Management, Development.

Customers examples: Sedo, Tucows, PerfectAddress.com, NamesAreCheap



Project & Marketing Manager

emall.ca, Inc.

Sep 2017 - Dec 2019 (2 years 4 months)

Working with email.ca, Inc. to help them with their .CA domain portfolio. The portfolio includes a number of travel & ticketing sites developed in partnerships with other companies. Technical project management.

Co-Founder & Managing Editor

DomainNameNews.com

Jun 2007 - Jun 2015 (8 years 1 month)

Writer and Editor for Domain Name News website (DNN) , which features news from and for the domain name industry.

CTO

Left

Nov 2010 - Jul 2011 (9 months)

Helped to raise the second round of funding successfully, hired a team of developers and then together designed the technical platform for Left of the Dot Media, a company that is combining successful website building technology with advanced SEO practices and high-profile multimillion-dollar domain names to change the rules for businesses that need to be online. The Left of the Dot platform appeals to owners of generic domain names, seeking recurring revenue for selected assets by creating active custom sites and leasing out subdomains.

Frank continues to be an adviser to the company's management/board.

COO, Co-Founder

SharedReviews.com Inc.

Mar 2007 - Jun 2009 (2 years 4 months)

Co-founder of a new company that feels there's something inherently wrong with community sites that profit from user contributions without sharing in return. We've designed a social platform that addresses the frustration of content creators in their attempts to monetize their opinions by marrying their efforts with a growing market demand for targeted user generated content.

Senior Sales Engineer

Tucows

Jul 2001 - Feb 2007 (5 years 8 months)

Tucows is a internet services wholesaler and the largest pure wholesale domain name registrar.

Product Expertise: Domain Name Registration/Management, Direct Navigation, Type-In Domains, PPC domain monetization, Domain Auctions, DNS, Email, Email Defense (spam protection, anti virus), Blogs, Websitebuilder and a Portal/Start Page Solution.

- Technical pre-/post sales and integration consulting
- Created team of 4 Sales Engineers
- Travel regularly to Europe and the USA to provide technical expertise
- Maintain close relationship with lead technical contact of Tucows' highest gross margin customers
- Work with UNIX, Perl, PHP, Java, .NET, DNS and other internet-related technology
- Apply market and customer knowledge towards the specification and strategic positioning of new products in cooperation with Product Management and Development

- Drive new product initiatives within the Sales team, and communicate product changes to the channel
- Working together with "domainers" in order to manage their portfolio

Founder

Degap

Jan 2001 - Nov 2006 (5 years 11 months)

Degap offers internet consulting, especially for companies that are expanding their business from Europe into North America and vice versa.

Degap now is a division of DomainCocoon Inc.

Project / Product Manager, Technical Trend Scout

Ision Internet AG

Jun 1997 - Dec 2000 (3 years 7 months)

- Development, specification and realization of products for consumers, small/home offices, small medium sized enterprises (SME) and large enterprises
- Pre-sales consulting
- Professional services
- Project management
- Product management
- Technical Trend Scout in Market Research

PR Manager

InterActive Networkx GmbH

Feb 1997 - Jul 1997 (6 months)

- Redesigning and rewriting of publication material in co-operation with an advertising agency
- Providing the press with information about the company
- Writing and distribution of press releases
- Submitting of detailed analyses of the desirability to sponsor websites and events, taking into account the company image

Product Manager Interactive Networks

Art+Com GmbH

Feb 1996 - Dec 1996 (11 months)

Product Management for the Interactive Networks Group. Defined Service offering and managed an Internet/SMS Gateway (eGate).

General Manager / Owner / Founder

CyberTeam GbR

Nov 1994 - Dec 1996 (2 years 2 months)

- General management
- Customer acquisition / sales
- Pre-sales consulting
- Project management
- Support of system administration

- HTML-Programming
- Accounting

Services offered by CyberTeam GbR:

- Consulting
- HTML- and CGI-Programming
- E-Commerce solutions
- System administration
- Installation of Internet-systems and services (http, mail, etc.)

Contract work through my own company, partly in co-operation with companies such as Pixelpark GmbH and InterActive Networx GmbH.

Amongst clients were: SPD (political party), Berliner Zeitung (newspaper), Maerkische Energieversorgungs AG (power supply company), Berlin University of the Arts, Deutscher Entwicklungsdienst gGmbH (institution of foreign aid), German province of Brandenburg, Dr. Oetker, Stern Online (magazine), Lufthansa and Kulturbox during the wrapping of the Reichstag in Berlin.

Education

Technische Universität Berlin

Computer Science

1993 - 1996

Studied computer science and founded his first internet Startup providing Web Development and server management to businesses.

Martin Buber Oberschule / Kant Gymnasium, Berlin

Abitur (High School), Computer Science, English, Physics, Political Science

1985 - 1993

Skills

EPP • XML • PHP • Perl • Ubuntu • FreeBSD • Wordpress • Domain Registration • Domain Name Registration • Domain Name Management