

**James Calloway**  
**Vice President Strategic Development**  
**McClatchy Interactive**

James Calloway leads four teams responsible respectively for business development, classifieds revenue growth, product management and analytics. The current projects occupying those teams include developing a viable online retail marketplace, shifting the company's thinking about web site design to more market-driven concepts based on measurement and user testing, and in general finding more ways to reduce costs and increase revenue. James has led various teams at McClatchy Interactive since its inception in 1994 as Nando.net, including business development, product development and customer support. Prior to that, James worked as programming manager, programmer and staff writer for The News & Observer in Raleigh, NC.

James is a graduate from the University of Missouri School of Journalism and has a master's degree in communications from the University of North Carolina at Chapel Hill.