

## CONFIDENTIAL CANDIDATE

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### INFORMATION TECHNOLOGY EXECUTIVE

*Expert in delivering strategic IT business solutions.  
Cost reductions and labor savings at double-digit percentage levels.  
Domestic and international conversion project management.*

Results-driven executive offering more than 20 years' leadership experience in enterprise systems, assessing IT and business needs, developing strategic solutions, managing implementation and conversion projects for domestic and international companies within diverse industries. Serve as leader, mentor, and trainer for multi-site, multiple-enterprise, and cross-functional teams. Talent for managing sophisticated and multimillion-dollar projects within tight budgets and ahead of schedule. Provide business advisement to CEOs, CIOs, and CTOs.

#### CORE QUALIFICATIONS

- Strategic & Long-range Planning
  - Project Management
  - Business Process Improvement
  - Organizational & Change Management
  - IT Governance & SOX Compliance
  - Crisis Management & Disaster Recovery
  - Technology & ERP Implementation
  - Client & Vendor Relationships
  - Problem Identification & Resolution
  - Infrastructure Setup & Enhancement
  - M&A and Divestitures
  - Data Center Design
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### PROFESSIONAL EXPERIENCE

#### SENIOR PROJECT MANAGER

2004–Present

*Provide business and IT expertise for Information Technology Group / PMO Department of major landowner and real estate developer in support of land sales and community and retail development.*

Functioning as Project Manager and Business Analyst, direct teams of programmers and technical support staff in providing preliminary review of business processes and ROI to assess viability of projects. Lead design, development, and implementation of the new processes and systems and ensure successful completion and launch of projects. Coordinate activities of all business and IT team members from start to finish and manage formal SDLC process.

#### **Key Accomplishments:**

- Facilitated start of \$250M development resort project in exclusive community by delivering new job-cost accounting system within four months, positioning the company for high volume of transactions.
- Oversaw \$100K enhancement of custom financial-planning system to project land sales revenue and deposits for activities in the \$500M range.

#### SENIOR SOLUTIONS MANAGER / GENERAL MANAGER

1998–2004

*Promoted for position to open San Francisco regional office for business systems consulting firm specializing in ERP implementation and related projects. Participated in successful business model change and complete company reorganization, taking key role as Senior Solutions Manager.*

#### **Senior Solutions Manager (2003-2004)**

Directed teams of highly experienced business and technical analysts in business development and management of ERP implementations and upgrades for customer companies. Identified imminent business problems, provided proposals for corrective actions, and managed projects through to successful launch and followup.

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### ***Key Accomplishments:***

- Enabled major acquisition for \$120M international company with presence in 76 countries by converting to new ERP accounting fiscal year with only eight business days' notice, while revaluing 4,000 fixed assets.
- Managed team of six consultants and ten company internal staff for \$1.2M consulting project for enterprise-wide system upgrade for company with 50 locations throughout the US.
- Conducted ERP financial systems upgrade project for \$250M supply company.
- Coordinated chart of accounts and job-cost coding conversion project for \$150M real estate development company with four divisions.

### **General Manager, San Francisco Office (1999-2002)**

Developed business for San Francisco regional office (including Pacific Northwest) and handled all profit/loss responsibility for business unit. Provided ongoing consultancy advisory services for systems implementation and conversion strategies, such as ERP company reorganization project for Fortune 500 international courier company.

### ***Key Accomplishments:***

- Established regional consulting office in highly competitive market, recruiting and training ten consultants and developing and managing \$2.3M consulting business serving 30+ key client accounts.
- Reduced IT annual outsource contract for \$30M company by 47%, from \$3.2M (11% of revenue) to \$1.7M while significantly improving service and realigning IT function with organization's needs.
- Managed ERP system rollouts for international operations in the Netherlands, Mexico, UK, Japan, and Hong Kong with multicurrency and multi-language features of ERP.
- Facilitated conversion from three major legacy systems to single ERP system for \$400M international seafood harvester and processor experiencing rapid growth. Managed team of seven consultants from four companies.
- Saved at-risk project and retained customer while conducting \$250K ERP upgrade with additional \$250K extension for distribution and manufacturing company for \$250M biotech research company.
- Provided strategic business advice for CIO and managed international implementation of ERP systems project for UK division of \$70M US greeting card and fine art distributor company.
- Configured ERP system to support European financial activities (Euro, British Pounds, etc.) for US-based software company establishing operations in Amsterdam.
- Earned promotion from Senior Consultant where implemented multicurrency and multi-language financial ERP system for Japan locations and 50 users of Fortune 500 major office products company.

### **CONSULTANT / FOUNDER**

1996-1998

*Developed boutique consulting business targeting mid-size manufacturing, sales, and technical companies.*

### ***Key Accomplishments:***

- Developed custom video sales accounting system supporting \$1B+ in annual sales for international video production and distribution unit of motion picture company.
- Implemented software version upgrade covering all financial and distribution modules (A/P, A/R, G/L, F/A, inventory, purchasing, and sales) for regional fresh water bottling company.

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### PROJECT MANAGER – SYSTEMS IMPLEMENTATION

1995–1996

*Managed projects for business systems consulting company specializing in ERP implementations and related projects.*

Directed major ERP system projects, including implementations, upgrades, and specialty projects. Implemented budgeting system for Indian reservation tribe. Set up financial accounting system to support establishment of reentry into Venezuelan operations for Fortune 500 international oil products company. Installed accounts receivable and fixed assets modules for municipal water district. Conducted fixed asset audit and system review for missile defense company.

#### **Key Accomplishments:**

- Implemented fixed asset accounting system for 5,000 assets for Fortune 500 food grower, processor, and distributor.
- Conducted fiscal year conversion project for \$175M nut grower, processor, and distributor.

### DIRECTOR OF INFORMATION TECHNOLOGY

1990–1995

*Steered MIS division of construction materials organization with eight companies in greater Southern California area.*

Spearheaded merger of Northern California and Southern California divisions with oversight of combined operations for this road paving and construction company. Managed all systems activities: network, desktop, data center, and application systems. Coordinated activities at the division and corporate levels. Developed division-wide and PC application training program, servicing 150 users in 55 locations.

#### **Key Accomplishments:**

- Cut operational expenses 20% and eliminated 2.5 FTEs while improving service for divisional IT department servicing eight companies in five major locations and 55 satellite offices for 175 users.
- Reduced monthly closing cycle from 21 to 3½ days exceeding corporate requirement, eliminating \$100K annually in overtime labor costs while improving financial reporting and analysis information.
- Moved division Data Center without service interruption and co-managed merger of division IT functions as part of a corporate reorganization, consolidating 20 companies, 300 users, and 50 remote locations.
- Rapidly earned promotions from Project Manager to Manager of Data Center to Director of IT.

Prior positions as **Financial Training Manager** and **Financial Analyst** with business research company, **Account Executive** and **Installation Manager** with major medical company, and **Senior State Auditor** with the State of Iowa.

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## EDUCATION AND CREDENTIALS

### **Bachelor of Science in Business Administration**

IOWA STATE UNIVERSITY – Ames, IA

### **CPA – State of Iowa**

### **Certified Information Technology Professional – AICPA**

Member, AICPA and Iowa Society of CPAs