

# NAME

Address

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City, State Zip Code

E-mail: Name@comcast.net

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## INFORMATION TECHNOLOGY MANAGEMENT

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*10+ years of consistent achievements in providing vision, innovation, strategic planning and leading IT organizations in high-growth global companies.*

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### CORE COMPETENCIES AND STRENGTHS

- ✓ Business-oriented IT professional with hands-on experience who champions business process improvements/cost reductions and identifies the most cost-effective, value-added IT solutions.
  - ✓ Full project life cycle experience as a developer, consultant and manager of large-scale IT projects, consistently producing quality deliverables on schedule and well under budget.
  - ✓ Excel in introducing organizational change and leveraging existing technology and knowledge base with internal resources to facilitate business excellence and competitive advantage.
  - ✓ Supervisory and budget experience combines with excellent communication skills to build and continually drive focused IT/cross-functional teams involving different cultures to accomplish results.
  - ✓ Proven effectiveness in consensus building, partnering with senior business leaders and working collaboratively at all levels to assess, plan and implement IT solutions.
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### PROFESSIONAL EXPERIENCE

#### ELMAK MANUFACTURING, Walnut Creek, CA

2003 to Present

##### Senior Director of Applications

Direct the development, maintenance and support of all standardized business applications at 14 plants worldwide in a rapid growth environment (60% growth rate during 1999-2000). Diverse responsibilities encompass development of applications and e-commerce strategies, IT policies/procedures, partnering with senior executives company-wide.

Supervise 7-member team in 3 application groups: E-commerce, ERP Systems and Supply Chain. Collaborate with site resources in the delivery of IT solutions. Develop and manage relationships with enterprise software vendors, including Baan, i2, Agile, Oracle, Hyperion, GE and Valor. Manage \$1.7 million budget. Perform applications due diligence and lead system installation teams for new acquisitions.

##### Achievements:

- **Baan ERP Implementation:** Envisioned, pioneered the design and leveraged existing internal technology and resources to implement Baan ERP system at company's German plant in record time (5 weeks) at a fraction of the cost (\$100,000) of prior implementations. **Results:** Enabled company to retain \$40 million account and provided foundation for rapid Baan implementation methodology.
- **Customer Portal Implementation:** Salvaged a failed e-commerce project and delivered results that restored confidence while retaining largest, \$350 million a year account. Currently utilizing the solution as an enterprise standard to provide cost-effective web access for all customers.
- **MES Strategy/Solution:** Established consistent strategy throughout company for Manufacturing Execution System (MES) from requirements definition through vendor selection and successful implementation. Instrumental in capturing \$100 million a year account by architecting a solution to service avionic, medical and industrial customers that required advanced product-tracking capabilities.
- **Development Cost Reduction:** Reduced Baan development costs \$200,000 a year by replacing outside consultants with internal developer.

**DELMAR SOLUTIONS, Dallas, TX**

**1996 to 2003**

**Manager of Information Systems**

Recruited to build and lead the IT organization in alignment with company's accelerated growth from \$36 million to \$60 million in just 3 years. Modernized division's IT infrastructure which was standardized on SAP, Microsoft, Oracle, Compaq and Cisco - all accomplished with a staff of 2. Initiated and managed partnerships with key application and infrastructure vendors. Maintained IT costs under 2% of sales throughout tenure (well under parent company's 7% of sales average). **Achievements:**

- **SAP/R3 Implementation:** Spearheaded the Accelerated SAP/R3 implementation project at 2 sites, including leadership of cross-functional management and technical teams. **Results:** Awarded for delivering project in just 5 months - on schedule and under budget - at a total cost of only \$900,000.
- **Infrastructure Improvements:** Replaced Novel with Microsoft NT and CCmail with MS Exchange, as well as all switches and routers with new Cisco equipment. Planned and implemented IT infrastructure at new headquarters. **Results:** Complied with mandate without any adverse impact to the business.
- **E-commerce:** Initiated and launched delmar.com, product micro-sites and surgeons forum (online discussion group focused on use of company products).
- **Sales Force Automation:** Deployed laptops, provided training and web-based CRM solution to over 100 remote sales reps. Created automated Sales Force Tool Kit, providing sales force with same-day research and delivery of technical articles to customers, quote development and other tools.

**HANOVER CORPORATION, Dallas, TX**

**1991 to 1996**

**Assistant Manager - Information Management**

**1992 to 1996**

Promoted to provide divisional IT strategy and leadership in support of Corporate Procurement and Accounts Payable departments' systems, users and re-engineering initiatives. Developed and managed annual \$1.3 million budget. Directed a team of 9 in a mixed technical environment, including MVS, VM, VMS and client server. **Achievements:**

- Re-engineered interface between central procurement system and ERP systems at the plants. Results: Streamlined manufacturing purchasing and receiving processes while averting production downtime.
- Implemented several integrated self-service requisition applications for MRO.
- Earned Total Quality Ownership Award for duty drawback audit that saved company \$200,000.
- Promoted from **Senior Systems Analyst** (1991 to 1992).

**EDUCATION**

B.S. (Computer Systems), Texas University, Dallas, Texas, 1991

**TECHNICAL SKILLS**

**Applications:** BaaN IV ERP, SAP/R3 (SD, MM, PP, FI, CO), ASK MANMAN, Made2Manage ERP, BaaN E-Collaboration, BaaN E-Sales, Hyperion Enterprise, Valor Trilogy, GXS EDI/XML, Agile Sourcing, i2/ Aspect Development CSM/SSM, Kewill Clippership, Nextlinx TradeCollaborator, MS-Exchange, MS-IIS, Access Fundraising, Access Financial Management & Control. **Databases:** Oracle, DBMS32, IMS, DB2, SQL-Server.

**Languages/Development Tools:** Oracle 9i Application Server, Java, HTML, XML, FrontPage, Crystal Reports, Oracle Discoverer, System Architect, ABAP/Query, ABAP/4, Visual Basic, FrontPage, MS-Access, DCL, UDMS, C, PowerBuilder, Lotus Notes, Borland Object Vision, Focus, ADMIN/VS32, Pascal.

**Server Operating Systems & Hardware:** HP-UX, NT4, WIN2K, Novell, MVS, VM, VMS. HP PA-RISC, HP Intel servers, Compaq Proliant, IBM Mainframe, DEC VAX.