

Typical Role

A position which emphasizes the application of technology to enable strategic business objectives.

Professional Highlights

- Respected National / Regional / Local Market Leader
 - While @ Fujitsu, I had national oversight of ~100 resources and a P/L that peaked at ~\$15M. Responsibilities included people management (hire/fire, staffing, and performance / career development) sales support (32 sales resources) and solution formation (8+ solution teams)
 - While @ Perficient, local / regional leadership with similar responsibilities at a smaller scale.
- Proven Program / Departmental / and Project Manager
 - Over ten years of managing projects of various sizes and complexities. Typical projects were 3 months in duration with teams of 4-12 with budgets of ~500k. Largest project managed was 13 months in duration with over 140 resources and a budget in excess of \$20 million.
- Sales & Marketing
 - Over nine years of business development in various roles
 - Responsible for solution formation and rollout while @ Fujitsu
- Diverse Hands On Experience
 - Custom System Development (Web, Client/Server, User Experience, Open Source, etc)
 - Package Implementations and Upgrades (PeopleSoft and Oracle primarily)
 - Application Integration & Middleware
 - Business Intelligence
 - IT Strategy and Architecture Formulation
 - Collaboration Frameworks
- Broad Industry Experience
 - Industry experience in financial services, consumer products, manufacturing, communications, insurance, health care, transportation, construction, paper, real estate, and chemical industries.

Education

- University of Missouri – Rolla, Bachelor of Science in Electrical Engineering, with a Minor in Microprocessor Design, May 1990
- University of Missouri – Rolla, Masters of Science in Engineering Management (Coursework from MBA and Industrial Engineering programs), Thesis: Application of Neural Networks to Image Segmentation of Ultrasonic Images of the Prostrate Gland, December 1991.

Professional and Business History

- Fujitsu: Sept 2003 to Feb 2008
- Perficient, Inc.: Dec. 1999 to Sept 2003
- MasterCard International: Nov. 1998 to Dec. 1999
- Ernst & Young, LLP: Nov. 1994 to Nov. 1998
- Andersen Consulting: Feb. 1992 to Nov. 1998
- Fru-Con (college co-op): May 1991 to Aug.1991
- AT&T (college co-op): Jan. 1987 to May 1987

Key Companies Consulted

- Wisconsin
 - Rockwell Automation
 - Assurant
 - Kohls
 - Harley Davidson
 - American Family Insurance
 - Winterthur
- Minnesota
 - Carlson Companies
 - GE Fleet
- Missouri
 - Sprint
 - Deutsche Bank
 - MasterCard International
 - Enterprise Rent-A-Car
 - Southwestern Bell
 - Caterpillar

SKILLS MATRIX

Expertise as of 01/2007 (years)		
Relevant Roles	Solutions	Methodologies/Processes
<p>Management</p> <ul style="list-style-type: none"> Director (9) Program Management (2) Project Management (5.5) <ul style="list-style-type: none"> -- Resources under directed supervision peaked at 140 resources -- Annual Budget s managed peaked at \$20M <p>Delivery</p> <ul style="list-style-type: none"> eBusiness SME (3) Architect (4.5) Analyst(7.5) Developer (6) <p>Business Development</p> <ul style="list-style-type: none"> Business Development (9) 	<p>Solutions</p> <ul style="list-style-type: none"> Real Estate (3) Supply Chain Enablement (4) Data Warehousing and Business Intelligence (4.5) eCommerce Platforms (2) IT / Business Alignment (2) Collaboration Frameworks (1) Open Source Viability Studies (1) User Experience Assessments (3) 	<p>Methodologies</p> <ul style="list-style-type: none"> Ernst & Young's Fusion (ERP, Custom, Strategy) (5), Andersen Consulting's Method/1, (3) Perficient's eNable,(3) Oracle's Applications Implementation Methodology (.5), <p>Processes</p> <ul style="list-style-type: none"> Financials (PO, INV, PC, AR/BI, AM, GL) (6) Order Management (4), Reverse Logistics (1.5) Imaging/Workflow (1.5) Business Intelligence / Data Warehousing (3) Knowledge Management (3) Call Center (1) Online Exchanges (1) Part Configuration (.5)
Industries	Services	Technical Experience
<ul style="list-style-type: none"> Communications (4) Manufacturing (5) Financial Services (1.5) Insurance (3) Healthcare (1.5) Transportation (3) Real Estate (3) Consumer Products(1) Chemical (.5) Construction (.5) Legal (.5) Startups (2) Paper (.3) 	<ul style="list-style-type: none"> Custom Application Development (7) Enterprise Application Integration (5.5) Package Implementation (4.5) Strategy and Planning (3.5) Architecture and Planning (3.5) Security (1) Managed Services (.5) 	<ul style="list-style-type: none"> Languages: Java (1.5), Cold Fusion (6), JavaScript (1.5); HTML (5); Lotus Script (1); Visual Basic (1.5), C/C++ (1), COBOL2/CICS (3), Pascal, PL/SQL (2), Smalltalk (.5); XML (1.5); JCL (3), PeopleCode (1); Visual Voice (1), EDI (2), ASP (1) Hardware & Operating Systems: MS Windows NT (2.5), TSO/ISPF (3), VM/MVS (3), WIN95 (4), DOS (5), OS/2 (1), Unix (3), Dialogic (1), AS400 (2) Tools and Utilities: Quest (.5), MS Apps (11 -- MS Power Point , MS Word, MS Excel, MS Access, Visio, MS Project); Primavera (1); Andersen Consulting's Foundation (2), Oracle Reports, Peoplesoft Reports, People Tools (3), Photoshop 5.5, Image Ready 2.0, Flash 4, Gauss, LDAP; QMF (3), SPUFI (3), Cold Fusion Studio (6), Quest (1) Web Related: IIS (4), Apache (.5), WebSphere Application Server (1.5) EAI: Vitria (1), webMethods (.5), TIBCO (.5) Databases: Oracle (3); DB2 (4), Access (8), SQL Server (2) Applications: Oracle ERP (3), PeopleSoft ERP (3), Hyperion's OLAP products (1), Cognos' OLAP Products (1), Information Advantage's OLAP Products (1), Oracle Express Server (.5), Oracle Financial Analyzer (.5)