

# ARAP by DyNexus Acumatica Recruitment Assistance Program

## GIG-TIME CANDIDATE A010

### INFORMATION TECHNOLOGY LEADER

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**Solutions-focused, resourceful Senior IT Professional** with extensive experience leading small and large-scale, ERP and software implementation projects across the distribution, manufacturing and services sectors

Exceptional at **breaking down project strategies into tactical plans** and processes to consistently deliver projects on time and within budget

Particularly effective at **leveraging the IT information to increase company ROI** by capturing and organizing company metrics and converting it to applicable and relevant business trends

Expert at **increasing productivity** by aligning project deliverables with organizational objectives, presenting cost-effective, functional solutions appropriate for organization's size, scope, and mission

## Summary of Qualifications

- Technology Leadership & Team Building
- Experienced Hands-on Manager
- Client Relationship Management
- Software development lifecycle
- Private & Public company
- EDI & ERP Implementation
- Planning & Execution
- Systems Design & Integration
- Project Turnaround & Gap Analysis
- Acumatica ERP, BAAN ERP, SageX3 ERP, Crystal Reports
- Business Intelligence Tools
- IT Alignment
- Multi-departmental collaboration
- Global IT Operations
- Start-up IT Experience

## Experience

XX, Texas

Nov 2019 – Present

*Responsible for building and leading ERP Practice focused on Acumatica for XX. Duties and responsibilities include Developing clients and leading Implementations and Consulting for Acumatica ERP customers.*

### **Current Valid Acumatica Badges/Certifications**

- Business Consultant
- Advanced Financials
- Advanced CRM
- Order and Inventory Management

- Fixed Assets
- Implementation Project Manager
- Technical Specialist

**XX Computing, California**

Oct 2014 – Oct 2019

*Responsible for the project management of Acumatica ERP implementation projects. This includes customer engagement management, installation and implementation of the software, assessing the customer's needs and configuring the software to meet the specific needs of the customer. Acumatica ERP is an enterprise level tool for the management of the key operational information systems of the company.*

**ERP Consultant**

- Assess the customer needs by analyzing business processes
- Configure the software to best meet the customer's business processes in Finance, Distribution and Customer Management
- Create additional business intelligence tools through customized reports, inquiries and dashboards
- Provide training to users to effectively use Acumatica ERP
- Provide ongoing support to the customer to support additional or changing needs in their business processes

**XX, California**

Jun 2011 – Sep 2014

*Responsible for the integration of Acumatica ERP as the enterprise level tool for the management of the key operational information systems of the company. Acumatica ERP was used to manage all aspects of the company business from sales to product distribution. The rapid growth of the company from \$25 million to \$60 million in revenue placed significant demands on the operational ERP system. Tasked with optimizing the entire supply chain through process improvements ranging from purchasing to distribution.*

**VP, IT and Supply Chain**

- Improved shipping processes and physical layout that resulted in a 300% shipping output capability
- Implemented newly developed purchasing tools that resulted in improved inventory efficiencies resulting in a near 100% inventory availability with minimal stock out events
- Implemented a cycle count program resulting in an improvement of inventory accuracy from 95% to 97%
- Implemented a business process management tool for purchasing that improved purchasing process and virtually eliminated inaccurate and unauthorized purchases
- Implemented new reporting and business intelligence tools to enhanced the efficiency of the business processes and provided upper level management and operational management the necessary tools to make timely and accurate business decisions

**Management Solutions Engineering/XX Consulting, California**

Oct 2010 – Jun 2011

*We are a full-service business solution consulting firm, organized around a new technology solution from Acumatica Software. MSE facilitates improvement in our client's overall performance by first assisting in the conversion to our advanced technology solutions. The comprehensive solution is the latest technology mid-tier ERP offering from Acumatica Software. Acumatica is a global ERP solution provider. Using the Acumatica solution as the foundation, whether deployed in the SaaS (Software as a Service) configuration that is hosted and maintained remotely; or installed locally on your servers, our all-in-one solution can be implemented quickly. With minimal customization effort you can begin to realize a very fast return on investment. In addition, when business needs change - as they inevitably must in today's economy - your company has the full power of Acumatica Studio to support your operation going forward. The Acumatica dashboard transforms the capability for making and executing decisions at every level of the company. That is value that businesses of all sizes can rely on*

### **Sr. Consultant/Project Manager**

- Successfully implemented Acumatica ERP for a \$25M consumer products company in San Diego County
- Interfaced Acumatica with the existing eCommerce solution to electronically load approximately 5,000 sales order per week
- Led the process to develop the specification requirements for several user required customizations to Acumatica ERP
- Provided guidance for the development of new business processes to improve the efficiency in the inventory control and distribution areas of the business
- Produced new reporting and business intelligence tools to enhance the efficiency of the business processes

**XX INC./XX**, California

2004 – Dec 2009

### **Global leader in costume manufacturing with 100+ employees and gross revenues of \$110 million**

*Recruited to lead IT initiatives, design and execute profitable, streamlining software tools, implement enterprise-wide information systems, manage product distribution, help desk, quality assurance and inventory control, and to direct facilities and warehouse management.*

### **Director of IT & Logistics**

- Reporting to the VP Operations and ultimately the President, saved \$100,000 by developing PDM (Product Development System) used to track and support costume design process from concept to design approval
- Successfully implemented Sage X3 ERP tailored to business process specs and requirements
- Improved timeliness and accuracy by designing three different business intelligence technologies and tools to distribute key information to executive and users
- Decreased labor cost, improved efficiency and accuracy with tools designed to transition from in house EDI support to outsourced EDI support and to automate import/export of thousands of EDI transactions
- Produced notable customer service time savings by conceiving and implementing software tools to electronically capture sales orders
- Managed & built team of 3 professionals; hired as Senior Business Analyst then promoted to Director of IT and later promoted to Director of IT & Logistics

**XX, INC.**, California

1998 - 2004

### **Global manufacturing leader of microwave and wireless infrastructure equipment**

*Recruited from Texas to direct global IT operations while this publicly held business that grew from \$125m to over \$400m. Reported to the CEO, COO and CFO, accountable for 40-person team of technology experts that supported both operational infrastructure and enterprise applications of worldwide facilities.*

### **VP of Information Technology**

- Streamlined new acquisition implementation and integration process to 13 weeks by implementing them into global business model supported by Baan ERP for each of the 7 acquisitions
- While managing a \$12m budget, directly managed complete IT operation encompassing 60 U.S. and nearly 20 international servers across 8-10 plants in the US, UK, Finland, the Philippines, Shanghai and Costa Rica
- Responsible for infrastructure, applications, security, help desk, quality and business intelligence
- Implemented Business Objects for reporting and distribution and QlikView for Executive Information Business Intelligence
- Created a centralized help desk operation
- Consolidated global enterprise to connect all subsidiary companies worldwide via VPN based WAN
- Featured in June 2003 Project Management Network magazine for work in ERP implementation
- Built and experienced team of IT professionals to support global enterprise applications and infrastructure

**XX SYSTEMS, Texas**

1996 - 1998

***Global provider of innovative IT Solutions***

*Head of IT outsourcing contract charged with strategic planning, business transformation, operational improvements, design, development, installation, implementation, support, administration, and management*

***Account Manager***

- Managed \$1.4m budget and 12 employees
- Redirected basic network infrastructure by migrating from Novell to Windows environment.
- Enabled financial and manufacturing business operations by executing Baan ERP

**XX INC./XX, California**

1991 - 1996

***Global Technology & innovation leader specializing in defense, homeland security and government markets***

*Served as IT Business Analyst for the Materials Department and the main interface to the Corporate IT team*

***Business Programmer/Analyst***

- Engineered/procured/implemented a departmental network for the materials group
- Developed new reporting system for the Materials department to provide analysis for key metrics related to materials acquisition; these included vendor performance metrics, cost of goods analytics and margin analysis
- Designed/procured/implemented an EDI process for the purchase of expense items
- Participated in the implementation of CAS MRP (mainframe based MRP business system from CA)
- Key member of special team to design/create/implement a new data warehouse dedicated to the analysis of cost of goods; led the selection of Cognos after extensive research and product demonstrations to provide analytical reporting

# Acumatica Experience & Certifications / Badges

## Acumatica Customer Implementations & Support

- Youngevity
- Bemus Landscape
- Demtech Services
- Bluefin
- Sound Generations
- Soundcast
- TS&L Seed
- CEC Vibrations
- Newport Ingredients
- Carlsbad Manufacturing
- Newlight Technologies
- Simplex USA
- Beauty 21 Cosmetics
- Saddleback Publishing
- Elite Global Solutions
- Washington Alloy
- ENS Security
- OLA TEchnologies

## Acumatica Certifications & Badges (Current)

- Business Consultant
- Advanced Financials
- Advanced CRM
- Order and Inventory Management
- Fixed Assets
- Implementation Project Manager
- Technical Specialist

## Additional IT Leadership Experience

**Software Engineer/Consultant** - XX SOFTWARE SERVICES - 1990 – 1991

**Director MIS** - XX INDUSTRIES - 1988 - 1989

**Software Engineer** - XX, INC - 1985 - 1988

## Education

**Master of Divinity - Theology**

XX BAPTIST THEOLOGICAL, TX

**Bachelor of Science - Religion and Philosophy**

XX BAPTIST UNIVERSITY, TX

## Application & ERP Knowledge

Global ERP selection and implementation, BaanERP, Crystal Reports, Business Objects, SageX3 ERP, Acumatica ERP, Microsoft Exchange, Office, CAS (Computer Associates Platform), EDI, SQL, Oracle, QlikView