NAME

PROFILE  
  
IT Project • IT Business Developement   
  
Energetic and resourceful technology professional with more than 12 years of progressively responsible experience employing technical expertise to drive profitable business development. Highly regarded for communication, organizational, and analytical qualities that enhance the capability to effectively lead in collaborative projects and work independently in achieving corporate goals. Demonstrated talent for researching and capitalizing on new revenue potential. Bilingual in English and Portuguese. Diverse career is complemented by relevant, advanced formal education.  
  
Project Management • Vendor Relationships • Consulting • Cost Reduction • Process Improvement  
Business Development • Cost / Benefit Analysis • Needs Assessment • IT Infrastructure & Design  
Training • Diagnoses & Resolutions • Electronic Data Interchange (EDI) • Mapping • Collections  
Programming • Account Management • Client Relationships • Negotiations • Customer Service  
International Business • Competitive Analysis • Cross-functional • e-Commerce • Leadership  
  
PROFESSIONAL EXPERIENCE  
  
MICROS SYSTEMS, INC. -- HARTFORD, CT 2011--2012  
Micros is the world's leading developer of enterprise applications that serve the hospitality and specialty retail industries.  
Sales Executive  
Sold POS systems to restaurants within a territory that consisted of a total of 1200 restaurants. Diagnosed and resolved problems for customers. Furnished quotes, showed demos, closed deals, negotiated contracts, and collected payments. Planned, devised, and executed long-term account strategies to increase profits. Conducted market analyses of direct competitors.  
• Increased market share in the territory.  
• Cultivated and sustained new relationships in a territory that previously had no representation.  
• Improved productivity and streamlined operations for customers through taking action subsequent to conducting consultative meetings.  
  
PROLIANCE INTERNATIONAL, INC. -- NEW HAVEN, CT 2009  
Proliance is an after-market, auto parts manufacturer.  
Consultant  
Managed a new EDI group and its operations. Implemented project-tracking tools and communicated project status to top executives. Analyzed system flow and recommended and implemented solutions to critical business functions. Prioritized all projects and assigned resources based upon client needs and company priorities. Trained the staff to use and implement all EDI processes and to use the Extol translator. Analyzed current and closed issues and suggested resolutions and avoidance. Developed a successive plan to migrate new and existing trading partners to production.  
• Saved money long-term by implementing new customers and troubleshooting technical problems.  
  
CAMUTO GROUP, INC. -- GREENWICH, CT 2006--2009  
The Camuto Group designs, produces, and sources marketing of women's footwear.  
EDI Coordinator  
Collaborated with major clients to establish e-commerce applications. Assessed the existing e-commerce infrastructure in coordination with retail partners. Capitalized on available resources by working cross-functionally in a matrix structure. Assisted the project director on tracking, monitoring, scheduling, quality, and testing.  
• Managed all e-commerce systems for a $250M global business.  
• Reduced costs and improved efficiency by establishing new trading-partner setups.  
• Streamlined processes through implementing new and enhanced EDI systems and processes.  
• Improved system performance and document-transfer time by migrating trading partners to Bizmanager400.  
• Decreased long-term costs by moving EDI communication from Bysych to AS2.  
  
UST INC. -- GREENWICH, CT 2004--2006  
UST was a holding company whose subsidiaries included U.S. Smokeless Tobacco Company and International Wine & Spirits Ltd.  
Electronic Commerce Coordinator  
Designed, developed, configured, tested, implemented, supported, and upgraded the e-commerce infrastructure. Collaborated with major clients and partners to define EDI transaction requirements to facilitate business development; employed process mapping and workflow analysis. Upgraded clients to new releases. Designed, configured, and modified new and existing interface files and programs to ensure on-time solutions, testing, and debugging. Diagnosed and resolved all EDI communications. Performed testing and modifications for Lansa applications and related item files.  
• Developed and implemented EDI maps for multiple transaction sets.  
• Captured new EDI accounts.  
• Produced faster document-transport time by migrating trading partners from BYSYNCH to AS2 via HTTP in an XML format.   
• Promoted a culture of continual improvement in partnership with executives.  
  
MADISON AUTO II LLC -- BRIDGEPORT, CT 2003--2005  
Madison Auto is a used car dealer specializing in foreign and domestic cars, SUVs, vans, and trucks.  
Owner / Manager  
Cultivated and sustained relationships with customers and potential customers to understand buyer interests and requirements. Managed pricing strategies. Designed and placed advertising that featured vehicle inventory to stimulate sales growth.  
• Generated $480K annually in sales and services.  
• Increased profitability and streamlined business processes through implementing technical solutions.  
• Improved visibility and efficiency by creating and maintaining a Web presence.  
DAYMON WORLDWIDE -- STAMFORD, CT 1999--2003  
  
Daymon Worldwide is a full-service, global, retail branding and sourcing partner.  
EDI Coordinator  
Conducted EDI operations. Interviewed, selected, and supervised a 3rd party solution provider to support a major industry initiative. Designed and managed a new global data-synchronization system. Developed SOPs for new processes. Performed web-form design, testing, and implementation as a member of a UCCNet Initiative Project team.  
• Managed and supported more than 1000 trading-partner relationships focused on service excellence.  
• Contributed to work and process improvements, goal setting, and performance measurement.  
  
EDUCATION  
  
SACRED HEART UNIVERSITY   
M.B.A. IN INFORMATION TECHNOLOGY  
B. A. IN BUSINESS ADMINISTRATION  
  
TECHNICAL EXPERTISE & SKILLS  
  
AS/400 • JD Edwards • Apparel Business Systems • Inovis Trustedlink & BizManager400 • Extol • SQL  
Sterling Commerce • GXS • Lansa Data Synch Direct • XML • AS2 • Crystal Reports • MS Office Suite  
  
LINGUISTIC ABILITIES  
• English  
• Portuguese