

OBJECTIVE

Senior information technology management or database development position where thorough understanding of and experience with the software development process and multi-lingual abilities will be needed and valued.

PROFESSIONAL SUMMARY

- Natural leader, extensive experience managing successful development teams in diverse environments. Build teams that enjoy leadership style and projects. Cool under pressure, never panic. Persistent, follow through no matter what.
- Keen business and technical vision, very perceptive regarding appropriate solutions, work logically and rationally, use data, knowledge, and intuition to “get head around” the problem, develop highly effective systems for clients.
- Proven results oriented person with a delivery focus, proficient at learning clients’ needs with deeply intuitive understanding of business systems analysis, utilize acquired data to deliver effective solutions, satisfy clients’ goals.
- Strong verbal and written communications skills, articulate speaker, clear and concise writer, deliver effective presentations to diverse individuals and groups from the shop floor to the boardroom to the convention hall.
- Languages: English, Italian (fluent written and spoken), Spanish (rusty) and French (smatterings).

SUMMARY OF TECHNICAL COMPETENCIES

Analysis and Design

- Extensive experience managing software development projects using CASE and traditional methodologies.

Applications

- Demonstrated successful experience with several clients and employers in automated accounting, document management, order entry, financial information, ETL and data integration, resort management, and retail point of sale.

Development

- Clarion (DOS, Windows), VB/Win and PC COBOLs • Web Applications, Shopping Cart, HTML, PHP

DBMS

- Strong SQL relational database design, coding and administration in traditional and Client – Server environments:
Pervasive.SQL Btrieve MySQL Clarion

Operating Systems

- Windows 95, 98, NT, 2000, XP, Mac OS X, Linux, Novell Netware

EXPERIENCE

Sep 2004 – Dec 2004 **Scuola Camprena, Scuola di Lingua e Cultura Italiana, Pienza, Siena, Italy**

Student

Completed four months of intensive Italian language study and cultural immersion.

Feb 2000 – Aug 2004 **West Marine Products, Inc., Watsonville, CA**

Store Systems Applications Manager

Responsible for all software development for in-store systems of a 350-store chain. Direct reports included three in-house developers and two outside contractors. Directed several million-dollar-plus projects, including:

- Converted store database to Pervasive.SQL client-server relational database management system.
- Integrated Symbol debit terminals with signature capture into POS software.
- Enabled system for multi-currency and Canadian GST / PST to facilitate opening of first Canadian stores in July 2002.

Jan 1985 – Present **Analytica Business Systems, Inc., Seattle, WA** **www.analyticabiz.com**

Principal Consultant and Founder of this Client – Server Software Systems Consultancy

Summary of Analytica Projects

West Marine Products, Inc., Watsonville, CA

Developed several mission-critical applets operating in conjunction with Clarion for Windows based point-of-sale system purchased from JDA Software in client's 200 stores nationwide. Particular achievements of this project among many:

- Saved client approximately \$200k annually in connect charges alone by designing an applet to allow a cashier at any register in any store to obtain a company-wide inventory in under five seconds via an ODBC request over an ISDN connection to the AS/400 at Corporate Headquarters.
- Provided Clarion software development training and support to client's in-house development staff to expedite independence from the software vendor's consulting division.

World Telecom Group, Inc., Mountain View, CA

Coordinated a multi-million-dollar hardware and software system conversion for this pre-paid discount long-distance telecommunications carrier that was upgrading their switching system and call accounting software simultaneously.

- Liaised with system vendor, vendor's software developer, client and Analytica's software development team.

- Analytica's task was to ensure that client's existing Clarion and Btrieve-based order processing software continued to communicate smoothly with the new FoxPro-based call accounting software.
- Analytica programmers also developed a Call Detail Reporting System for client's business accounts and a complete replacement of the network-marketing-oriented sales rep commissions system.
- Addressed World Telecom Group national conference in 1995. Offered CIO position at World Telecom Group.

Computer Visions & Technologies, Inc., Columbia, SC

Developed a suite of ETL applications and real-time integration interfaces between three diverse accounting systems: a proprietary system, Platinum Accounting, and Great Plains Accounting.

- Used Clarion for DOS and the Btrieve data management engine to develop all interfaces.

Visionary Design Systems, Inc., Sunnyvale, CA

Developed Automated Order Processing and Sales Order / Purchase Order Tracking systems.

- Utilized Visual Basic and Btrieve data management engine to develop interface to Platinum Accounting.

Highlight Communications, Winterthur, Switzerland

While gaining invaluable international consulting experience, developed a prototype video store back office system including inventory control and billing for a European chain of automated video outlets.

- Utilized Clarion and the FoxPro database engine for all design and development.

Watson Clinic, Lakeland, FL

Developed Client-Server-based Patient Demographics, Document Storage and Retrieval, Patient Diagnostic Summary, and Echocardiogram Database Systems.

- Utilized Clarion and the Btrieve engine for all design and development.
- Developed suite of applications to convert documents from WordPerfect format to health-industry-standard HL7 format.
- This system has been in continuous operation since 1992.

Various Clients, Central Florida Area

Concurrently developed accounting, software, technical support, and customization of RealWorld accounting system.

- Successfully guided all clients to a stable and productive data processing environment.
- Long-term client claims service productivity gains are responsible for profitability in increasingly competitive industry.

Jun 1978 – Jan 1986 The Allen Co., Bergen Brunswig Drug Co., Orlando, FL

Bergen Brunswig was the second largest drug wholesaler in the US; Allen Co. acquisition made it the largest.

Senior Programmer, Analyst

Responsible for system design, programming, system installation, telecommunications hardware and software support and end-user support for a custom EDI on-line order entry and invoicing system.

- Served as liaison with accounting department during installation of accounting system.
- Designed and produced complete pro forma budgets and financials, resulting in sale of company.
- Provided system design, programming, installation and user support for transition from Allen Co. to Bergen Brunswig.
- Successfully interfaced Allen's data processing operations to Bergen Brunswig's EDI system.
- Development in Burroughs COBOL68 and DMSII, some conversion programs developed on the target IBM S-36.

EDUCATION

Graduate work in Computer Science, University of Central Florida, Orlando, FL

Specialties: Microprocessor Architecture and Database Design

B.S. in Business Economics, emphasis in Accounting and Spanish, Purdue University, West Lafayette, IN

CERTIFICATIONS – CONTINUING EDUCATION –SPEAKING ENGAGEMENTS

Clarion Tech Journal, Aug / Sep 1994, "Using Advanced Btrieve Features"

Speaker at Clarion Developers' Conference West, Los Angeles, June 10 – 11, 1995

Instructor at Golden Gate University, Los Altos Campus, 1995

Certified Instructor for Pervasive.SQL (Btrieve)

Certified Pervasive Technician

Certified Pervasive Developer

Clarion for Windows Mastery Class, May 1997

API Programming and Service & Support classes