

SUMMARY

Experienced professional with 30 years of demonstrated history of working in the computer software industry. Strong business development professional skilled in ERP, Enterprise Software, Business Process, Databases, IT Strategy, Professional Services, and Management. Focus on innovation, business-growth and process optimization. Strong knowledge on innovation, technology manufacturing processes, software selection, international business requirements and business development.

EXPERIENCE

PANORAMA CONSULTING GROUP

March 2020 – Present

- **DIRECTOR OF INNOVATION**

Leading the innovation of business model, business processes and technology strategy. Responsible for establishing innovation culture initiatives across the practice to inspire, motivate and lead our practitioners through digital transformation programs. Leading the implementation of an open innovation strategy to develop networks and partnerships with start-ups, industry analysts, academics, technology influencers and venture capital partners

ABAS-USA

September 2002 – November 2019

- **PRESIDENT**

Founded and managed ERP re-seller and implementer to develop US market for German ERP company. Managed all facets of the business, developed sales and marketing strategy, grew to over 80 employees and over 250 clients. Grew a product development team with an emphasis on cloud technologies, business process management software, web portals and mobile applications. Performed technology strategy development, manufacturing business analysis, process optimization, pre-sales, and project management as a means to growing revenue.

ABAS SOFTWARE AG

September 2016 – Nov 2019

- **CHIEF INNOVATION OFFICER**

Drive innovation and development for product portfolio, services and processes to assist our customers competing in a digital environment. Directed long range strategy development for €100 million software developer in an aggressive growth model. Recent emphasis on integrating AI, serverless computing, business analytics, cognitive applications and IoT.

DELTEK SYSTEMS

1999 – 2002

- **VICE PRESIDENT**

Managed sales and presales team for project centric ERP company, focused on bringing further market growth through increasing functionality to include materials-based processes, initiated development of cloud-based solution.

HSO BUSINESS SYSTEMS

1995 – 1999

- **VICE PRESIDENT**

Managed business development for one of the largest independent BaaN implementers. Based in the Netherlands, with worldwide office, managed multiple projects, instructed in Dynamic Enterprise Modelling, implemented logistics and managed the sales effort and project team leaders.

GSE SYSTEMS

1993 – 1995

- **SENIOR CONSULTANT**

Supply chain management consultant for process companies primarily implementing SAP. Certified in Business Process Engineering and Change Management.

CTMS

1991 – 1993

- **DIRECTOR OF PROGRAMS AND TECHNOLOGY**

Led modernization of software and business processes for technology based 3PL.

TRW SYSTEMS INTEGRATION GROUP

1989 – 1991

- **SENIOR ENGINEER**

Based on best practices knowledge and benchmarking worked on government agencies' logistics and transportation practices.

EDUCATION

UNIVERSITY OF MARYLAND

Master of Science in Technology Management
Graduated with a 3.8

UNIVERSITY OF MARYLAND

Bachelor of Science in Political Science, Psychology

SKILLS

Business Analysis, Business Process, IT Strategy, Software Implementation, Project Management, Start-ups, Professional Services, Business Strategy, Product Management, Enterprise Resource Planning (ERP), Business Process Improvement, Agile Methodologies, Cloud Computing, Solution Selling, Customer Relationship Management (CRM), Business Development, Product Portfolio Management.

ACTIVITIES

Over the years, I have written and contributed to a large number of white papers, blog posts and articles around ERP, software developments, project management and technology trends.