

Senior Executive * Strategic Business Development * International

- ❖ Developed products that have energized brand image and generated millions in revenue
- ❖ P&L savings of over \$100 million with innovative TCO, back-office and supply-chain initiatives
- ❖ Proven entrepreneurial spirit with strong enterprise business development expertise.
- ❖ Public, Private Equity and Private Company experience. Diverse Industry background
- ❖ Fiscally responsible. Decisive leader. Experience in China
- ❖ Proven ability to think creatively, build and motivate dedicated teams that deliver results.

Areas of Expertise

Revitalizing Underperforming Businesses
Strategic Planning & Tactical Execution
Strategic Partner Development
B2B / B2C Ecommerce

Strategic Product Development
P&L Management & Improvement
Mobile & Web Product Development
Supply Chain, Distribution, Infrastructure

Location Based Services
Multi-Functional Business Execution
Team Building & Leadership Expertise
Back-office Ops. / Business Intelligence

American Utility Management, Chicago, IL

2011 – 2013

Chief Information Officer

Accountable and responsible for all platforms and innovation. Chartered with introducing new methods to enable AUM to grow and scale efficiently, while developing new products that changed customer perception of the company

Accomplishments include:

- Introduction of award-winning industry-first business intelligence products for the multifamily residential industry. **Results:** Drove customer retention and facilitated a 90%+ win rate for new customer contracts
- Redesigned company website. **Results:** 100% increase in visibility for company
- Strengthened business systems. **Results:** Superior customer service
- Designed customer-facing Business Intelligence platform. **Results:** first to market advantage driving new customer acquisition and retention
- Introduced content management and SEO. **Results:** 1st page results for all targeted topics
- Initiated internal process control – **Results:** From chaos comes organization.
- Initiated Agile development and **mentored a great team.**

Levin's Enterprises, Chicago, IL

2009 – Present

President / Chief Business Development Officer

Levin's Enterprises provides consulting specializing in technology & contract negotiations.

Business Development for SCIGON Solutions, a start-up staffing and iPhone/Android software development company. Developing and nurturing relationships with some of the largest companies in the region. Customers include Harley Davidson, Chicago Mercantile Exchange and Navteq

Rand McNally & Company, Chicago, IL

1998 - 2009

Reported to CEO. Defined, developed and successfully executed business and technology strategies for the company. Achieved goals of driving profitability in a declining print industry by creating efficiencies and generating turn-around revenues by developing new award-winning, profitable digital products. Accountable for all strategy, innovation, product development and back-office operations. Additional accountability for supply chain and distribution to set new direction and strategy for procurement and distribution. Managed 150+ team members.

CIO / CTO, SVP Operations (2001 – 2009)

Director / VP, Information SERVICES (1998 – 2001)

- Initiated and successfully executed business strategies with initiatives in ERP, Sales Force Automation, Operations, Sales, CRM, Business Intelligence and more. **Results:** Generated **over \$100 million in savings and efficiencies.**
 - Implemented lean manufacturing concepts and Supply Chain forecasting tools. **Results:** Reduction in inventory levels by over 70% within one year.
 - Integrated multiple acquisitions in less than 70 days.
- Initiated and successfully executed technology and product strategies that resulted in millions in top-line revenues.
 - Developed award-winning web sites and products. **Results:** Digital sites and products under my responsibility grew to represent a significant portion of the company's revenue. Reduced costs of operating websites by more than 80%.
 - Championed and launched Rand McNally's award-winning wireless phone software line. **Results:** Number one branded maps/navigation software on AT&T, Sprint and Verizon.
 - **Awarded U.S. Patent 7,274,378 (CustomView Online).** Filed U.S. Patent applications 20070038367 (route system) and 20080249657 (greeting card system).
 - Led company's re-entry into the GPS navigation market. Led team through 45 day cycle and developed the first working prototype displayed at the Consumer Electronics Show. **Results:** Industry's first complete Truckers Navigation Device **Winner: "Best of Innovation" for CES 2010.**

Triarc Restaurant Group (Arby's Restaurants), Ft. Lauderdale, FL

1994 - 1997

The franchisor of the Arby's restaurant system, which consists of more than 3,600 restaurants worldwide, and owner and operator of approximately 1,100 of those restaurants located in the United States

Vice President, Information Technology (1996 – 1997)

Director, Corporate Systems (1994 – 1996)

- Defined new business processes. Directed \$17 million project involving the rollout and integration of new 3rd generation IBM POS, AS/400 and Hyperion decision support systems. **Results:** Rollout set new industry records for speed and quality and beat 1st year initial return estimates by over 25%.
- Successfully transformed a "support only" organization into a dynamic project oriented team.

Taco Bell Corporation (Pepsico), Irvine, CA

1987 - 1994

Taco Bell Corp., a subsidiary of Yum! Brands, Inc., (NYSE: YUM), is the nation's leading Mexican-style quick service restaurant chain. Yum! resulted from a spin-off by Pepsico.

Director, Information Technology (1992 – 1994)
Senior Analyst, Information Technology (1990 – 1992)
Supervisor, Call Center (1989 – 1990)
Systems Analyst (1987 – 1989)

- Managed new 15,000 sq ft. facility build for Taco Bell Accounting Services. Built new facility from scratch and established systems and connectivity with Irvine and Dallas data centers. **Results:** Reduction in operating expenses of over \$10 million.
- Responsible for the design and implementation of Taco Bell Help Desk to support a new back-office computer system roll-out to over 4,500 restaurants nationwide plus much more over 7 years.

Education

- ◆ Lake Forest Graduate School of Management, **Class of 2013 – MBA**
- ◆ California State University, Northridge, **BS Accounting – Cum Laude**
- ◆ MIT, Sloan School of Management **Selected leadership courses**

Recognition

- ◆ Multi-housing News – 2012 Technology Award, **Utility Management / Benchmarking / Analytics**
- ◆ 2010 CES Best of Innovation **Rand McNally Truckers GPS**
- ◆ Multiple Patents Awarded **Online Mapping Engine / Electronic Greeting Cards**

Keywords: My career consultant recommended this keywords section. CTO, COO, Chief Technology Officer, Chief Information Officer, President, SVP, Senior Vice President Operations, Strategy, Total Cost of Ownership, TCO, Executive, leadership, merger & acquisition, M&A, China, International, SOOP, Service Oriented Architecture, Agile development, Software development, retail, consumer packaged goods, consumer products, Energy, Utilities, Utility, restaurant, publishing, technology, electronics, offshore development, wireless, e-commerce, high volume web site, mobile apps, distribution, directors, military, back office systems, accounting, healthcare of patients, MBA, Masters, restructuring experience, sales force automation, supply chain, selling to retailers, Microsoft, large project management, CRM, Customer Relationship Management, excellent communication skills, excellent written skills, customer requirements, excellent leadership, open communication, excellent, collaborative, cross-functional management, cross functional management, enthusiastic, high energy, self-starter, team builder, adaptable