
Professional Experience

Dun & Bradstreet, Bethlehem, Pa

2/02 - Present

Supply Management Solutions Consultant

11/03 - Present

- Major global customers include Bayer, General Electric, General Dynamics, Time Warner, Pfizer, Sprint, Avaya, Northrop Grumman, Lowe's, Verizon and others with combined revenue of over \$5 million
- Demonstrated supply management product offerings, provided technical pre and post-sales consulting and sold to C-Level executives in high profile companies, with a majority in the Fortune 500
- Presented tactical and strategic sourcing solutions including supplier reduction, negotiating leverage, risk mitigation and diversity compliance to customers through spend analyses and supply base optimization
- Played a strategic thought leadership role in software releases, enhancements and overall product development strategy by working with customer focus groups and sales teams
- Developed product rollout plans and led user acceptance testing prior to software releases
- Trained sales teams, new employees on product capabilities and value propositions
- Translated technical product and fulfillment details into easy-to-understand discussions with C-level and director-level business leaders in diverse global companies

Supply Management Application Consultant

9/02 – 11/03

- Trained Fortune 500 customers' purchasing organizations on internally-developed supply management software and Dun & Bradstreet's points of leverage
- Delivered and supported SMS cornerstone software applications using SQL Server and Oracle 8i/9i

Supply Management Web Developer

2/02 – 9/02

- Created and administered an internal web-based revenue and project tracking system to facilitate forecasting and reports for sales and operations organizations
- Streamlined and integrated reporting systems to facilitate reporting to senior leaders

Ajilon Consulting, Allentown, Pa

1/01-11/01

Information technology subsidiary of Adecco, an international temporary and full-time staffing firm. 30,000 employees, 6,000 offices across 70 countries, \$17 billion annual revenue (EUR). SWX.

Web Developer and Systems Analyst

- Created a workflow approval process for a global initiative development
- Analyzed and streamlined existing systems from a business and systems perspective to facilitate ease of use and increase effectiveness in the organization
- Developed a robust web system and tracking applications using relational databases to enable the business' move to a fully web-based environment

Lucent Technologies, Allentown, Pa

5/99-12/00

Global high-tech company that designs and delivers networks for the world's largest communications service providers. 30,000 employees, \$9 billion annual revenue. NYSE.

Web Developer and Communications Strategist

- Developed web-related communication solutions for a multi-million dollar global initiative
- Designed and developed an interactive bulletin board system
- Taught a series of programming classes to non-technical business users

Technical Skills

- **Proficiencies:** in Microsoft Access, Microsoft Project, Siebel, Business Objects, Crystal Reports, SAP R/3, SAP BW, SQL Server, Oracle 9i, Visual Studio, Adobe Acrobat, Adobe Photoshop, DreamWeaver
- **Programming Languages:** HTML, SQL, ASP, VbScript, CFML, CSS, JavaScript

Educational Background

Bachelor of Arts, **Bloomsburg University** (Mass Communications)