

## SAM JONES

*A versatile technology leader who operates fluidly in (1) strategic leadership, (2) hands-on technical and (3) team-building roles to ensure positive business outcomes for mission-critical ERP initiatives*

10 Elm Street, San Diego, CA 90804  
(555) 555-5555 • [sj7005@yahoo.com](mailto:sj7005@yahoo.com)

---

---

### INFORMATION TECHNOLOGY EXECUTIVE

SENIOR ORACLE ERP SPECIALIST ▪ PMP (CERTIFIED PROJECT MANAGEMENT PROFESSIONAL)

- Enterprise Class Software Implementation ▪ Enterprise Business Intelligence / Data Warehousing
- Consulting Sales Support ▪ 24 x 7 High Availability Global Applications ▪ Networking & Security
- Web Application Development / Standardization / Upgrade / Deployment

IT executive who achieves the strategic and tactical goals of the global organization using a rare combination of technical, communication and leadership talents. **Over a rapidly advancing 12-year career, consistently enhanced and extended corporate investment in Oracle ERP systems.** As “Oracle guru,” present at major conferences. Extensible architecture expertise. Global outsourcing background. Multilingual.

---

### PROFESSIONAL EXPERIENCE

Techton Logistics, San Diego, CA

2004 – Present

*Fast-growth shipping logistics company with 6000 employees and offices worldwide*

DIRECTOR TECHNICAL ORACLE APPLICATIONS

**Provide leadership in a fast-growth organization challenged with rapid acquisition integration. Tapped to lead successful turnaround of a failed ERP project. Saved hundreds of thousands of dollars to date by proactively proposing and implementing Oracle II initiatives.** Supervise a team of 5 senior analysts and developers. Oversee database administration functions for 4 Oracle applications and ensure 24 x 7 up time for 1100 global users in 11 countries. Participate in budget development and planning. Work with senior executive team on planning upgrade to Oracle ERP Applications 11.5.10. Manage vendor relationships.

- **Saved \$495K per year by launching a rate quoting system in 2.5 months that is used by 600 users globally and replaces an expensive ASP outsourcing model.** Gained stakeholder buy-in. Established formal software development methodologies and set example of extensible architecture.
- **Improved efficiency of order entries from a 4-day turnaround to 2 hours and generated savings of \$220K** by negotiating a new DBA vendor agreement. Planned infrastructure upgrades.
- **Formulated, evangelized and won business case to introduce data warehouse application** to support sophisticated data analysis and reporting. Architected EDI solutions for customers.
- **Key contributor to project that automated 83% of document management and reduced headcount.**
- **Sold management on technical and business rationales for creating a flexible business intelligence (BI) system.** Executed phase 1 of project.

Show Entertainment, San Diego, CA

2003 – 2004

*Company specializing in general and specialty entertainment programming with \$118M in annual sales*

TECHNICAL PROJECT LEAD

**Protected company's technology investment by successfully resurrecting a dead Oracle ERP application.** Managed 4 contract programmers. Provided project management and functional Oracle expertise.

- **Saved \$100K in implementation costs and several man hours** by anticipating various database issues. Eliminated need to rebuild interfaces in order entry system. Recommended strategic initiative to add BI.
- **Proposed and executed innovative project management methodologies** to ensure on-time delivery.
- **Helped to create a professional IT service organization** outside of core project functions. Recommended ticketing system for Help Desk to maximize efficiency of developers' efforts.

Trek Nurseries, San Diego, CA

2002 – 2003

*One of the largest commercial nursery operations in North America with broadest assortment of plants in the industry*

SENIOR ORACLE APPLICATIONS DEVELOPER

**Extended data warehouse functionality to meet more sophisticated management reporting requirements.** Led team of developers and analysts in rollout of Oracle Financials and Manufacturing modules in all 8 offices nationwide. Supported data warehouse for 65 users (including high-level decision makers).

- **Paved the way for the first-time use of accurate data by executive decision-makers. Aligned BI with overall corporate strategy.** Educated users, refined programs, proposed modifications and fixed bugs.

Computer Systems Plus Corporation, Seattle, WA

2000 – 2002

*Computer consulting firm with major operations worldwide*

SENIOR ORACLE ERP CONSULTANT

**As project leader, delivered on schedule a large-scale Oracle ERP implementation with complex data interfaces.** Helped to recruit new consultants, mentored junior staff and supervised teams of up to 4 on client assignments. Marketed company services and reinforced positive brand image to customers.

- **Delivered an \$8M project on time with all 10 -15 data interfaces completed (2 of the largest were finished 3-4 months earlier than expected).** Added new technical resources to keep project on target.
- **Achieved successful outcomes with a highly satisfied customer who contracted for more engagements.** Resolved tricky technical requirements; created solutions for a complex Order Entry Module.

Washington Systems Corporation, Seattle, WA

1997 – 2000

*Leading provider of systems integration services and worldwide provider of outsourced information technology*

SENIOR ORACLE CONSULTANT

Key contributor to 3 major projects for clients such as IBM, Fruehoff Transportation and Earthstone Corporation. Managed technical consultants and analysts.

- **Led team in successful completion of \$4M, 18-month, multi-site Oracle Financial Applications project** for 500 users at various corporate offices.
- **Accelerated the implementation of 4 Oracle modules for a company with 20 different points of sale sites.** Fixed “show stopper” errors in critical go-live phase and trained IT staff in maintenance tools.

Leading Edge Systems, Bombay, India

1994 – 1997

*ISO certified software development firm*

PROJECT LEAD

Led a team in redesign and development of a financial accounting system that was demonstrated and sold to multiple brokerage firms. Completed a client-server application for a company in Germany in 4 months.

---

## EDUCATION & PROFESSIONAL ACTIVITIES

National Center for Software Technology, **Post Graduate Diploma in Software Technology**, 1995

National College, **Bachelor of Science in Physics, Specialization in Computer Science**, 1993

**Special Training:** PMP certification, Business Data Warehousing course 2002, Oracle Certified Professional – Financial Applications Consultant – Order Fulfillment 2001, Implementation and extension of Oracle Applications 1997, Implementing ISO 9000 standards, Oracle Workflow and Oracle 11i applications

**Affiliations:** Toastmasters, Project Management Institute

**Presentations:** Oracle Applications Users Group conferences 2002 and 2003: “Marry Oracle 11i implementation and a data warehouse to maximize ROI” and “How to convert data successfully”

**Additional Applicable Keywords -** Communication skills, business continuity planning and systems development, customer orientation, problem solving, continuous professional development, object oriented programming, client-server applications, accounts receivable, accounts payable, general ledger, inventory, business process reengineering, MRP (Manufacturing Resource Planning)