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Seeking a Management position in Sales & Marketing, Business Development, Information and Communication Technology, IT/ERP Consultancy/Application Support with an organisation of high repute

Executive Summary

20+ years of IT and Sales accomplishments within diverse environment utilizing ERP applications, Software Development skills, Project Management, Architecture, Technical, Process, Organizational, and People Management Skills in Bahrain and Philippines

Domain experience in **Business Development, Sales and Marketing Management, Project management, Operations, Software Development,**

Adept at **managing & leading technology support teams** for running successful IT support functions in achieving excellent service level towards organisation goals.

Adept at **implementing and supporting**, Analyzing Business requirements, Software Development, IT business applications for **different Industry Verticals** (Trading, Front office, Middle/Back office systems applications), **Banking** (Raffle Systems, CRM Banking applications) and furthermore responsible for managing the development of various applications (Electronic Customs Automation, Raffle System, Audit Issue Management System, H.R./Payroll, Inventory, Purchasing, Accounts Payable, Accounts Receivable, General Ledger for **for different Industry Verticals** .

Deft at **Service Delivery Operations, Project management, Business Consultancy, Vendor Management, ts, addressing audit issues**, setting up department KPI's and conducting appraisals.

Impressive, fast track management career driven by challenges and a desire to be successful in all endeavours.

An effective communicator with exceptional analytical, technical, negotiation and **client relationship management skills** with the ability to relate to people at any level of business and management.

Core Competencies

Sales and Business Development - With a Keen eye on details and identifying business potentials that will add value to the core competence of our company. Making sure that the Sales staff always understand the Sales Process and how to create Unique Selling Propositions (USP), that will separate us from the rest of the pack and making sure that everyone knows and meets their targets. Trains all staff and manages the whole Sales Cycle and making sure that each of them understand their roles in the organization.

ERP Consultancy/Application Support: Supporting IT business applications on complex technical issues including problems related to enterprise networks, servers, workstations and Identifying solutions to work around open issues / problems that are under investigation or pending resolution. Responding to user requests/inquiries within agreed turnaround time (TAT). Knowledge base, documenting and tracking, case histories, issues, and resolution steps, improving documentation of support policies and procedures. Managing the UAT environment bookings and preparing the testing schedules. Regular updates to the senior IT management on awareness of any application issues that could impact business continuity. Main escalation point of contact to key business users. Performing quality assurance test of new software releases and providing technical support training to other team members.

Service Delivery Operations: Service Level management, demand management, capacity management, availability management, IT service continuity management, Change management, transition planning, technology support function, knowledge management, Incident management, problem management, service measurement and service reporting.

Project Management: Expertise in **Projects** planning, scoping, effort estimation, quality assurance, executing, tracking and spearheading various system implementation and migration projects in different organizations. End to end on technology mapping with vendors and guide internal team to ensure smooth progress of project work. Implementing project plans within pre-set budgets and deadlines. Handling process transitions and stabilizing the same for smooth operations.

Professional Experience

October 2018 to May 2020 - Sr. Manager Enterprise Software - Almoayed Group

Responsible for managing The development Team doing in house Development of our own AICT ERP together with the Mobile Application

Responsible for Requirements Gathering, Systems and Gap Analysis as per Client Requirement.

Responsible for Documentation of SRS (Systems Requirement Specification and Coordinating with Our Internal Development Team and Software Vendor Partners.

Responsible for finding Software partners based outside Bahrain for matching of client software requirements Develops partnerships with different software companies, based in India, Pakistan, Dubai, Philippines.

Establishes Partnership agreements between Different Software Vendors

Prepares NDA (Non Disclosure Agreements) to be given to Software Vendor Partners and file once signed by their CEO

Prepares Powerpoint slides for Product Presentation to Clients

Prepares Tender Bid Technical Documents for all software Tenders we participate in.

Prepares Technical write ups and Technical Documents needed by Sales Manager for their Proposal to Clients

Responsible for coordinating with Our Software Vendors for scheduling of Product Demo.

Responsible for doing Customized Product Demo for our Internal ERP Software application together with our Mobile Application

Responsible for finding and establishing new Vendor Partners if Client requirement is not in our current Vendor Product Portfolio

Responsible for Software Vendor Negotiations for Pricing Discounts

Responsible for all Pre Sales Activities of the Enterprise Software Team

Feb 2018 to July 2018 Al Khalidia Group - ERP Consultant E Task ERP

Responsible for Auditing and testing their current ERP Software

Reports Bugs and Errors to the Development Team

Making sure that Bugs and Errors are corrected properly by Testing after fixes are applied

Analysing the Errors and recommending fixes to the Development Team

Responsible for meeting Clients and getting their requirements
Responsible for doing Product Demo
Training and Guiding the Implementation Team for Implementation Strategies
Coordinating and Conducting Weekly Meeting with Development Team Based in Trivandrum India
Making sure that all reported Bugs and Errors reported by Client are fixed on committed time and date.

July 2017 to Jan 2018 Vision Streams Technology - Operations Manager

Responsible for managing accounts payable, payroll, managing the organizations HR, helping and creating organizational and program budgets in collaboration with the MD and Program Direct, and other misc. tasks.

Reporting to the MD and serving as a member of the Management Team along with the MD. Primary responsibility is ensuring organizational effectiveness by providing leadership for the organization's operational functions.

Working with the management team, the Operations Manager also contributes to the development and implementation of organizational strategies, policies and practices.

Responsible for Developing Partnerships for both Hardware and Software products with Distributors and Developers. Responsible for finding new clients and closing deals and sales for the company

Responsible for managing the operations especially during initial phases of installation and projects. Develops Sales Plans and strategies per product Matrix (Software and Hardware)

Does Sales Presentation for our Software and Hardware Products

Responsible for ensuring projects are executed on time and schedule as agreed with client Develop effective strategies to close proposals with customers

Generate customer presentations, sales calls, close new business and follow up to ensure that

the client's requirement have been satisfied.

Jan. 2016 Jan. 2017 iMkan IT solutions – Sales Manager

- Pursue Client Demands proactively in a timely manner
- Responsible to develop and implement strategies that maximize market opportunities
- Responsible for Proposal Preparation for Document Management Systems, Firewall, Privilege Access Management
- Develop effective strategies to close proposals with customers
- Prepare reports, action plans and schedules to identify specific targets and to project number of contacts to be made.
- Identify Sales prospects and contact these and other accounts as required.
- Responsible for Telemarketing and generation of new leads.
- Establish and maintain current client and potential client relationships

- Manage account services through quality checks and other follow up procedures
- Communicate new product and service opportunities, special developments, information or feedback to current or potential customers
- Generate customer presentations, sales calls, close new business and follow up to ensure that the client's requirement have been satisfied.
- Responsible for ensuring projects are executed on time and schedule as agreed with client
- Coordinates with event managers for participation in ICT exhibitions as part of marketing campaigns to promote company products and services.

April 15, 2015 to Dec. ,2015 iMkan IT Solutions – ERP Consultant

Main duties involve providing Pre Sales, Sales, consultancy services in the selling and implementation Rujul Trade ERP, InfoCamp Real Estate Management System, Institute Management System and CRM. Acts as Project Manager and Applications Consultant;. Assists prospects and Clients in finding the right software solution for solving issues in their day to day operations. Performs ERP installation, education and implementation:

- Does ERP Pre Sales Presentations and Demo for Client
- Assists in Preparing the Sales & Marketing plan for the ERP division
- Responsible for Preparation of Sales Targets and budgets
- Responsible for training Sales Staff for Telemarketing and Lead generation
- Prepare customer presentations
- Does some sales calls follow up to ensure that the client's requirement have been satisfied
- Responsible for Managing ERP Implementation Projects
- Responsible for Managing Software Customization Development Projects
- Responsible for Requirements Gathering prior to scheduled presentations.
- Responsible for GAP Analysis
- Responsible for ensuring projects are executed on time and schedule as agreed with client
- Identifies business opportunities for the company through partnerships to be able to offer a niche product or service
- Responsible for preparation of implementation Plan and guidelines for ERP Implementation
- Responsible for preparation of Training syllabus for ERP Implementation
- Analyze and implement new business processes to allow continued growth in IT Sales and services

April 1, 2014 to April 15, 2015 Alyusuf Solutions – ERP Project Manager

Main duties involve providing Pre Sales, Sales, consultancy services in the selling and implementation of **SAGE ERP** one of the leading ERP Brands in the world). Coral ERP and Rujul Trade ERP. Acts as Project Manager and Applications Consultant;. Assists prospects and Clients in finding the right software solution for solving issues in their day to day operations. Performs ERP installation, education and implementation:

- Responsible for Preparing the Sales & Marketing plan for the ERP division

- Responsible for Preparation of Sales Targets and budgets
- Manages and trains Sales Staff for Telemarketing and Lead generation
- Generate customer presentations, sales calls, follow up to ensure that the client's requirement have been satisfied..
- Responsible for Managing ERP Implementation Projects
- Responsible for Managing Software Customization Development Projects
- Responsible for ensuring projects are executed on time and schedule as agreed with client
- Responsible for Marketing Plans and coordinating with event Managers for participation in exhibits and Trade Shows as part of marketing campaigns to promote company products and services.
- Responsible for Requirements Gathering prior to scheduled presentations.
- Responsible for GAP Analysis
- Identifies business opportunities for the company through partnerships to be able to offer a niche product or service
- Responsible for preparation of implementation Plan and guidelines for ERP Implementation
- Responsible for preparation of Training syllabus for ERP Implementation
- Analyze and implement new business processes to allow continued growth in IT Sales and services

Sept 9, 2012 to March 30, 2014 with Condor Technology as Sales & Marketing Manager

Responsibilities:

- Pursue Client Demands proactively in a timely manner
- Responsible to work with others in the Sales and Marketing Team to develop and implement strategies that maximize market opportunities
- Responsible for managing product from source through to customer and workings cross functionality to identify and evaluate gaps in the market for new or existing products
- Responsible in coordinating Site surveys and Building of BoQ.
- Responsible for Proposal Preparation for **ELV** such as **CCTV, Biometric Access Control, Ruckus WiFi, Palo Alto Firewall, Fiber optic Cabling, Structured cabling, Servers, Racks, Cabinets, CISCO products, Solar panels, IP Phones, PABX** solutions
- Responsible for helping purchasing department in identifying new vendors and sourcing of products, getting price quotations and vendor negotiation
- Analyze and implement new business processes to allow continued growth in IT Sales and services
- Develop effective strategies to close proposals with customers
- Prepare reports, action plans and schedules to identify specific targets and to project number of contacts to be made.
- Identify Sales prospects and contact these and other accounts as required.
- Responsible for Telemarketing and generation of new leads.
- Establish and maintain current client and potential client relationships

- Manage account services through quality checks and other follow up procedures
- Communicate new product and service opportunities, special developments, information or feedback to current or potential customers
- Responsible for Tender Proposal Preparation.
- Participate in the development of ICT systems and networks proposals
- Generate customer presentations, sales calls, close new business and follow up to ensure that the client's requirement have been satisfied.
- Responsible for ensuring projects are executed on time and schedule as agreed with client
- Coordinates with event managers for participation in ICT exhibitions as part of marketing campaigns to promote company products and services.

March 2009 to Sept 6, 2012 with HITECH W.L.L. Bahrain, as Sr. Business Development Manager

Responsibilities:

Managed three main groups of Hitech W.L.L. which includes **Sales Group**, **Software Development Group**, and **Technical**

Support Group

Responsible for identifying and initiating partnerships with different Vendors making sure that they add value to

Company's Product Portfolio and Services.

Identifies business opportunities for the company through partnerships to be able to offer a niche product or service

Responsible for negotiation and partner dealings.

Responsible for contract review and negotiations with clients.

Intelligence gathering on potential customers and competitors to be able to develop products and services.

Identifies and proposes a product bundle of the company

Optimizes income from existing services.
Proposes innovative market ideas

Trains the Sales Staff in Lead Generation and Telemarketing, PowerPoint presentation and Appointment Setting.

Prepares PowerPoint slide presentation and does Presentation to clients

Follows up sales activity, does proposals and close sales.
Responsible for identifying Projects we should join thru Tenders.

Responsible for Tender Preparation and Tracking to ensure they are presentable, With good Pricing Strategy and are to submitted on time.

Monitors the Sales Group Pipelines and devices Sales Strategy and to ensure that they establish good relationship with Clients. **(Sales are made through Good Relationships)**

Monitors the Visits and Appointment settings done by

Made sure in Sales Pitches that everybody **sells Solution and not just Products and its Features.**

Responsible for Marketing our products and Services through Trade shows like GITEX.

Prepares Marketing Materials and Ensures that they are on budget.

Additional Responsibilities:

Managed the **Software Development Team** in developing different applications needed by our Clients which includes the following applications: HR/Payroll, Time and Attendance Systems, Audit Issue Management System, Raffle System with mini CRM. Hitech ERP Applications which includes the following modules: Inventory Management, Purchasing, General Ledger, Accounts Payable, Accounts Receivable, Sales, Fixed Assets,

Lead and manage the Software Development Team in Requirements Gathering, Technical Documentation, Analysis and Design, managing resources and timelines in the Program Development. Guides the team in the different stages of Testing which includes, Functional Testing, Integration Testing, Regression Testing and User Acceptance Testing (UAT) up to implementation.

Trains the Software Team in understanding and mastering the whole System Development Life Cycle (SDLC).

Managed the **Engineering Group** in assigning daily tasks, assigning Engineers to different Accounts and staff deployment, scheduling of Preventive Maintenance, Help desk and Documentation of Procedures and processes.

Managed the Sales group for 2.5 years. Guided and managed them in making Sales Proposals, Telemarketing, appointment setting, Sales Presentation, Preparation of Tenders, Managing and communication with Vendor Partners, Trained them in understanding the whole Sales Process and Sales Cycle. Account Management and Relationship Management.

Managed the recruitment process of hiring technical staff both in Hardware and Software. Reviewed CV's, shortlisted candidates, Conducted Technical and Administrative Interviews. Endorsed Shortlisted candidates for client round interviews, Prepared offer letters, Salary negotiation with selected candidates and client endorsement of outsourced Staff.

Managed the Integrated Time and Attendance & Access Control Project for MOH.

Managed the procurement of all hardware (Servers, Switches, Biometric Devices, Access Control Devices Cat 6 cables) and supervised the Network Layout and installation of All time and Attendance Devices in SMC and all MOH Health Centers.

Assembled the Team of Engineers responsible for all Network Cable, electrical and device installation

Handled the Marketing Aspects of product and service promotion through Trade Shows (**GITEX Dubai**)

Responsible for finding New Products and Services to be promoted and introduced in Bahrain by Hitech. Focus is on Security Solutions which includes **SWIVEL** a multi Authentication Solutions thru Mobile Phones and **SUPREMA** Biometric Solutions

September 6, 2008 to March 2009 with HITECH W.L.L. Bahrain, as Project Manager for Bahrain Customs Port and Free Zone Authority (CPFZA)

Managed the Customs Support and Development Group of Hitech W.L.L for the Electronic Customs Automation System Project (eCAS)

Revised the Whole Project Plan and converted it to Milestone Based Plan.

Presented the Final Project Plan and get the approval of the Steering Committee

Managed the Offshore Development Team in India and the Technical Support Team in Bahrain.

Lead and Manage the Requirements Gathering for the other modules that are pending together with Hitech System analyst.

Negotiated for the contract Addendum payment which is aligned with the revised Project Plan which is Milestone Based.

Coordinated with the different Customs Head in different Ports (KFC, Mina Salman, Air Cargo and Khalifa Bin Salman Port)

Prepared the Weekly Status and Progress report for discussion with the Project Team of Customs and Hitech.

Prepared the Template documents which includes Issue Tracking Report, Action Logs, Change Control Management.

Was Responsible for collecting a total of 600,000.000 Plus BD for the whole Customs eCAS Development Project.

Teacher/Instructor

**Oct 22, 2007 to March 2008
ACLC – AMA Computer Learning Center**

- Prepare/Design Syllabus for Teaching, Teach English Proficiency,
- Teach Students about Writing Skills, Communication and Language Neutralization
- Teach Students about Telephone Personality, Phone Simulation (Inbound & Outbound), Active Listening
- Teach Students about Telemarketing/Telesales, Quality Customer Service
- Guide and coach them on how to build their Resume

CALL CENTER EXPERIENCE:

**National Pen Philippines (NPP)
June 13, 2006 – August 25, 2007**

Account Executive 2 – Level 2 Marketing Consultant

Main duties involve:

- Build & Establish Relationships to Clients who have been Loyal Customers of National Pen

- Call Assigned Customer to inform them of on-going Promotional Activities.
- Help Assigned Customer make Marketing Plans and Strategies to Promote their Business
- Email Customers of Marketing Write ups and best practices to promote business
- Call, Fax or e-mail customers of unpublished Promotional activities.
- Upsell, Cross Sell different products to our customers.

National Pen Philippines (NPP)

Feb 6, 2006 – June 13, 2006
Account Executive 1

- Tailors marketing plans for customers unique needs, whether that include branding, trade shows, employee recognition, building market share by selling promotional items for customers' advertising and marketing strategies.
- Handles customer inquiries, order placements, and prepares order quotation.
- Make outbound calls for National Pen Clients. (U.S. Canada, U.K.)
- Call Customer to inform them of on-going Promotional Activities.
- Fax or e-mail quotations to Customers interested in the Promo.
- Follow up on Faxes and emails Sent.
- Upsell, Cross Sell different products to our customers.
- Ensure Daily/Weekly/Monthly Goals are attained.

DATAPAX Phils. Inc.
(Mobile & Wireless Solutions Developer)

April 16, 2004 – Oct 2005
Sr. Account Manager/Solutions Specialist

SALES PROMOTION (Sales Activities)

- Pre-sales documentation preparation and maintenance
- Presentation of Wireless Solutions (PDA's, Mobile Phones) Tailored to customer Needs
- Datapax product presentation/demonstration
- Preliminary Requirements Gathering and analysis
- Does Telemarketing and setting of Appointments
- **Coordinates with Channel Partners (GLOBE, SMART, SUN)**
- **Microwarehouse (PALM Distributor) , QOOL Labs, HALDANE (XDA Distributor)**

PRE-SALES CONSULTATION (Pre Sales Activities)

- System design consultation
- System implementation cost estimation

- Customization specification

GENERAL SALES ACTIVITIES

- Quotation/invoice issuing and processing supervision
- Collection Follow up
- User Training & Education

DATAPAX Phils. Inc.

June 2002 – May 2003
Project Manager

Responsibilities :

- ← Requirements Gathering by interviewing Managers and End users.
- ← Prepares Requirements Definition Report (RDR) and Workflow Diagrams.
- ← Prepare ERD's and DFD's for discussion with Development team based on Client requirements
- ← Suggests Areas for Improvement prior to Design and coding.
- ← Discuss with Development Team best method for Development (Waterfall or iterative)
- ← Prepares Project Plan identifying Tasks, Dependencies, Timeline, manpower and Cost
- ← using MS Project.
- ← Identifying and securing resources and budgets and creating and managing project plans.
- ← Keeping all project stakeholders informed of progress and changes by controlling risks and budgets.
- ← Reviewing project deliverables before submission to clients.
- ← Prepares the Change Request Forms to be filled up by Customer for easy tracking and management of Changes.
- ← Do Change request impact analysis and discuss implications to Project team (Customer side)
- ← Revise Project Plan if Customer insists change is critical to business operations and present to Project Team for approval.
- ← Ensuring project documents are complete and stored in a methodical and appropriate way.
- ← Monitors progress and execution of Project Plan.
- ← Tracking all project hours and costs.
- ← Ensuring resources are working to plan and within budget.
- ← Conducts weekly meetings with Development team to track status of ongoing project.
- ← Performs Functional and Integration testing to ensure Quality of Product.
- ← Tracks Bugs, Issues and Concern and ensure resolution.
- ← Obtaining sign off from customer on completion of a deliverable.

- ← Ensuring all work adheres to the company policies, procedures and customer requirements.
- ← Performing other duties as assigned by the Operations Director.

Analytics: Able to understand complexities, makes a sound problem assessment and crystallizes the issues; breaks down complexity into concrete tasks and activities with a strong attention to detail.

DES Financing Company

Interact with Top Management, Managers, end users and Acts as the Project Manager in the requirements gathering design, coding and implementation of Collection and Availment Management System (CAMS). Lead in the System, Analysis and design of the Collection and Availment System. Did System Testing, and documentation of the Development Life cycle of the CAM System.

Prudentialife Capital Corporation (P.C.C.)

Interact with Top Management , Managers, end users and was the Project Manager. Lead in the requirements gathering design, coding and implementation of the Loans Management System (LMS +). Prepare the ERD's, DFD's , Project Plan, Change request forms and tracking of bugs, open issues and concern and ensured that these open issues and bugs are closed and signed off. Prepared documentation of User Manual of the Loans System and conducted training of End users.

Abbott Laboratories – Diagnostics Division

Feb. 1, 2000 – March 15, 2001

As Regional MIS Manager – Phils., India, Pakistan (PIP)

Main Duties involve the following:

Systems Analysis and Design/Project Specification

- Identifying users business requirements, process analysis
- Programming, Testing and debugging
- User presentation of design for acceptance
- User testing and acceptance
- Project Signoff

PC's and Hardware Support

- PC troubleshooting
- PC configuration and set-up
- LAN troubleshooting
- Supports all users in all hardware reported problems
- Supervision of Fiber Optic installation from Main Bldg to warehouse

Software support

- Client Access/400 installation
- Lotus Notes and Lotus Smartsuite installation
- MSO 2000 installation
- MS Windows 95 and 98 installation

- MC Afee Vruscan installation

Documentations

- User Documentation
- Technical specs documentation
- Software Development Life Cycle (SDLC) conceptualization and documentation
- Change request process documentation and implementation
- Standard IS forms request documentation
- Disaster Recovery Plan (DRP) documentation, testing and implementation
- RISC upgrade documentation
- Migration project documentation

Administrative

- Communication and follow up with suppliers, requirements for Hardware, Software, LAN And Fiber Optics
- Quotation process review and approval
- Tracking and monitoring of Software Licenses for PC's and Laptops

Implementation of Asia Pacific Projects/ Project Management

- Lead and monitor Lotus Notes R5 project rollout
- Conduct Lotus Notes user training
- Project Team setup and scheduling of users testing for RISC upgrade
- Conducts weekly meetings to give status of Project to Top Management
- DRP project team setup, User test scheduling, configuration setup
- Migration of AS/400 from USADD1 (Chicago) to AST4 (Australia)
- Project Status monitoring.

Advanced Manufacturing Management Information Consulting (AMMIC) June 1996 – August 1999 As Consulting and Customer Support Manager

Main duties involve providing the following services to prospective and existing clients:

SALES PROMOTION (Sales Activities)

- Pre-sales documentation preparation and maintenance
- AMMIC product presentation/demonstration
- Preliminary systems walk through and analysis

PRE-SALES CONSULTATION (Pre Sales Activities)

- System design consultation
- System implementation cost estimation
- Customization specification

SYSTEM IMPLEMENTATION SUPPORT SERVICES

- System target setting
- Project Plan preparation
- Project scheduling report
- Software development team assignment
- Packaged system orientation
- General project management support

CUSTOMER SUPPORT AND SERVICES

- Application level customer consultation
- User Training/education

As Senior Manufacturing Systems Consultant

Main duties involve providing consultancy services and acts as the Project Manager in the implementation of AMMIC PB. Conducts pre-sales demo for prospective Clients. Help in the Systems, Analysis & Design

(SAD) of some of the manufacturing modules that installed clients are requesting, and documentation of modules being added.

B.U.M. Equipment (Starworks)

Acts as the Project Manager in the implementation of Distribution and some FS Modules. Responsible for the System, Analysis and design of the customization particularly in the Customer Order module in which company engages in the Direct Selling business of RTW apparels.

Petrochemical Corp. (PetroCorp)

Did a **Pre-sales** demo to client in the AMMIC-PB Manufacturing module. Also responsible for the Request

For Proposal (RFP) requested by Petrocorp Phils. Which includes the proposal for the Financial, Manufacturing and Maintenance Management and Implementation system of the AMMIC integrated packages.

Hooven Phils. Inc.

Did a **Pre-sales** demo to client in the AMMIC-PB Manufacturing module. Did a systems walkthrough, initial Requirements Gathering of the manufacturing process of Aluminum industry prior to presentation.

Systems Standards Incorporated (SSI) **August 1993 – June 1996**

As Head of the Manufacturing Consultants Group

Guides the Manufacturing Applications Consultants in handling their respective accounts, makes plans for knowledge improvement and skills development.

As Senior Applications Consultant during BPCS Implementation

Main duties involve providing consultancy services in the implementation of BPCS using BPCS Advanced Systems Implementation Strategy (BASIS). Acts as Engagement Manager, Applications Consultant; conducts preliminary client conference, Concepts & Application courses and Advanced Product Education; prepares implementation deliverables such as Project Definition Plan (PDP) and Requirements Definition Report (RDR). Assists the following SSI Clients during BPCS installation, education and implementation:

California Manufacturing Company (CMC), Philippine Appliance Corporation (PHILACOR), Tipco-Bataan Group, Astec Power, Inc., Dole Phils., Photokina, Magnolia Nestle, Magsaysay Lines Inc., Natrapharm, Penn Goldzack, Boehringer Ingelheim. Client exposure includes the following :

NATRAPHARM

Applications Consultant for implementing BPCS General Ledger, and Accounts Payable, Inventory Management. Provides BPCS Consultancy services.

ASTEC POWER, Inc.

Served as the Engagement Manager and Applications Consultant for implementing the following BPCS modules: Inventory Management, Manufacturing Data Management, Master Production Scheduling, Materials Requirement Planning, Cost Accounting and Purchasing. Project Coordinator for Steering Committee and Project Team members. Provides BPCS Consultancy services, conducts BPCS education, assists during prototype sessions, reviews and recommends revisions to the existing policies and procedures.

BOEHRINGER INGELHEIM

Acts as the Applications Consultant for implementing the following BPCS modules: Inventory Management, was involved in the programming of the Cost Accounting module which was customized for their specific requirements. Provides BPCS Consultancy services, conducts BPCS training and education.

DOLE Phils. Inc.

Responsible for the upgrade of BPCS. Involved in the programming and maintenance of the Shipping Document System (SDS) and Bill of Lading System (BLS) modules, which was customized for their specific requirements. Provides BPCS Consultancy services and conducts BPCS Training and Education.

PENN GOLDZACK PHILS.

Served as the Engagement Manager and Applications Consultant for implementing the following BPCS modules: Inventory Management, Manufacturing Data Management (BOM) and Purchasing, provides BPCS Consultancy services, BPCS education and Advanced Product Education to end users and Top Management people which includes Expatriates from UK. Assists during prototype sessions, reviews and recommends Areas for Improvement and revision to existing policies and procedures.

As Senior Applications Consultant during Pre-Sales

Responsibilities include identifying the clients business requirements, conducting **Pre-sales** presentations and **Product Demonstrations**, preparation of initial implementation project plan and other Pre-sales support services that clients may require.

Integrated Microelectronics Inc. M.I.S. Department

July 1988 – December 1992

As Systems Analyst/Programmer

Gathered pertinent data through research and interviews with resource persons regarding the Payroll system, GL system and Human Resources Information System (HRIS). Reviewed and evaluated the compliance to existing systems and procedures. Checked adherence to and reported deviation from the approved Standard procedural instructions. Recommended revisions to the existing system and procedures. Created policies, procedures and systems flow-chart for the newly formulated/revised manual and computer systems.

Trainings Undergone

July	2015	SAGE ERP (Dubai SAGE Office)
October	2015	SAGE HR & Payroll (MIMSYS) Dubai
October	2015	SAGE ERP Manufacturing
December	2015	SAGE CRM (Dubai SAGE Office)
July	2006	Telemarketing/Telesales Course
September	2006	Advanced Telemarketing/Telesales Course
June 15 – 20,	2000	Lotus R5 Train the Trainor Course (Bangkok, Thailand)
August 17,	1999	D-LINK LAN Dealer Course
July 13 - 17	1998	ORACLE 7 SQL Level 1 – 3
July 20 – 24	1998	ORACLE 7 PL/SQL Level 1- 3
September	1995	RS/6000 Class
August	1995	BPCS Advanced Systems Implementation Strategy (BASIS)
August	1995	Financial Applications Class
August	1995	AS/400 Fundamentals Course
January	1995	BPCS Technical Orientation Course
December	1994	Manufacturing Applications Class

Knowledge Preview

SAGE ERP, Manufacturing, CRM, HR and Payroll

RnR Rujul Trade ERP, CRM, HR and Payroll

Hitech ERP, Oracle PL/SQL, SQL 2005 Business Planning and Control System (BPCS), Peachtree Accounting System, BPCS for Windows, AMMIC – PB Mfg and AMMIC – FS (Financials), Powerbuilder SQL/400, QUERY/400, Data File Utility (DFU), Report Layout Utility (RLU), IBM Office Vision, OS/400, RPG/400, –

MS Word, MS Excel, MS Powerpoint, MS Project 2007, Visio 2007, XCASE, SQL Server 7.0. Lotus Notes 4.5 and 5.0, Lotus Smartsuite

PROTEUS II Computerized Maintenance Management System, Datastream 7i Enterprise Asset Management System, Sales Force Automation (SFA), Field Force Automation (FFA), Mobile CI, SalesBoom (CRM), Goldmine (CRM), ORACLE 9i Order Entry Module

Address: Flat 31 Building 2163 Road 1143 Block 711

Linguistic Abilities: New Governorate TUBLI

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