

Robert V. Kissel

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Career Profile

As Chief Executive Officer, facilitate interaction and contract acquisition with major international Fortune 500 corporations.....expert in long range planning and international marketing.....known as a visionary within the organization and change agent.....results driven.....responsible for project budgets, cost reduction methodologies, and quality assurance.

Skills and Abilities

- ◆ Information Technology
- ◆ International Operations
- ◆ Marketing/Strategic Planning
- ◆ Software Development
- ◆ Human Resources
- ◆ Technical Project Management
- ◆ Process Design/Management
- ◆ Executive Level Consulting
- ◆ Software Conversion
- ◆ Staffing and Training

Experience

PARAMOUNT DATA STRUCTURES

President

1993-Present

Founder, owner, and CEO of 30-person multi-product line software development and consulting firm.

- Demonstrated organizational leadership, management, team building, and project development skills and experience developing off-the-shelf software product lines.
- Expert in the design, development, and delivery of cost-effective, high-performance software programs and consulting solutions that meet client business demands for international corporations including *SmithKline Beecham, Novartis, Abbot Pharmaceuticals, Bowne Printing, and Seagrams.*
- Extensive qualifications in all facets of project life-cycle development from initial analysis, conceptual design, production, and marketing through documentation, implementation, end-user training, and enhancement.
- Manage daily high-level business operations, quality assurance, contract development, order management and billing, and direct staff reports of CFO, VP – Operations, & VP – Technology.

- Negotiated and managed numerous international multi-million dollar contracts dealing with *Integrated Managed Health Care* (IMHC) and order management/financial package systems in the United States, Europe, and Asia.
- Consulted, created, developed, and implemented first-of-its-kind international shared service center utilizing *PeopleSoft Financial Package*. The Dublin based center handled all financial transactions for 42 international sites. In addition, *PeopleSoft* was installed in all North American printing sites.
- Consulted, installed and implemented *JD Edwards* order management and financial package for international corporations. Recruited, established and managed working teams abroad to execute contract plans and requirements.
- Devised and implemented the order management/billing system for *General Motors Photographic Division*. Subsequent work included merger representation and DOS conversion to MVS.

COOPERS AND LYBRAND

Manager

1988-1993

Successful executive level consulting project resulting in partnership invitation.

- Managed, developed and implemented several pharmaceutical large software and hardware systems.
- Designated leading manager in sales (8 million), project management (4 projects), and billable hours (90%).
- Identified and integrated client account receivable systems.
- Negotiated contracts with client and EDS to reduce costs.
- Developed first contracts and chargeback systems for client.
- Created contract development and bid procedures for corporation.

Additional Employment

EDS	Systems Engineer – Health Care
AMERICAN CYANAMID	International Technical Support Specialist
STOCK EXCHANGE	Financial Systems Analyst

Computers

Software: Proficient all Windows Applications including Microsoft Word, Excel, Access, PowerPoint, Visual Basic, COBOL, CICS, Oracle, and DB2.

Hardware: AS/400, UNIX, IBM PC, and IBM MVS.

Education and Affiliations

BA, Accounting and Economics - William Paterson University
 MS, Computer Science - Candidate - Fairleigh Dickinson University
 National Wholesale Druggists Association
 Health Industry Business Communication Council
 (*Presented and lectured at conferences*)