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   **2003-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 Unites 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 1998-2003
Successful executive level consulting project resulting in partnership invitation.

- Managed, developed, and implemented several large software and hardware systems for pharmaceuticals.
- Designated leading manager in sales (eight 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 in 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)