

Professional Profile of I. M. Sample

PROFESSIONAL SUMMARY

Results-driven Information Systems executive with proven record of success in both domestic and international initiatives. Experience in building support functions as well as delivering complex technology and systems integration projects. Recognized as a leader with strong planning, organization, and implementation skills. Former positions include Director of Program Management within a \$30 million division of LogicaCMG and Director of Information Technology within a \$2 billion division of Gulf+Western Industries. Have managed teams of up to 135 people and budgets of \$35 million.

PROFESSIONAL HISTORY

Big Consulting Company, Southfield, Michigan

1997 – Present

A large international consulting company with 32 offices globally and \$5 billion in sales. Big Consulting provides management and IT consulting, systems integration and outsourcing services. Clients include Ford, GM, Daimler Chrysler, several Tier 1 and Tier 2 suppliers, as well as a number of non-automotive companies.

Director, Program Management Office

2002 - Present

Responsible for the development, deployment and management of the Project Management Office supporting both internal development and client-based solutions, methodologies, training, project support, and PMP certification.

Significant accomplishments:

- To improve project management services to the Detroit market, built an operational PMO from the ground up in 8 months and deployed a Project Management Methodology based on the principals and best practices of the Project Management Institute. Produced incremental sales of \$22 million within 12 months.
- Provided quality oversight on 22 project teams producing 100% on time performance to promise date and budget resulting in \$5 million of additional business.
- Third accomplishment

Principal Consultant

1997 - 2002

Responsible for providing senior-level information technology strategy and business process consulting to automotive companies.

Significant accomplishments:

- As interim **CIO**, provided support for automotive supplier's start-up joint venture in Tokyo, providing leadership in pre-launch efforts; prepared technology infrastructure assessment and recommendations; and, delivered transition roadmap to the new CIO.
- As **Delivery Manager** for an OEM, managed multiple development teams in the deployment of the financial tools required to support the customer online shopping and buying experience for a new vehicle in Brazil; delivered Phase 1 Financial Tools as scheduled; and, received the CIO Award for the successful launch of the website in the Brazilian market.
- As **Program Director**, Year 2000 Practice, delivered over 500 AIAG certified supplier assessments to an OEM; piloted and subsequently managed the Supplier Remediation Program; piloted and subsequently managed the Supplier Contingency Planning Program; and, helped manage the OEM's Y2K Command Center, resulting in over \$500k in revenue.

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ABC Manufacturing Systems, Somewhere, Michigan

1991 – 1997

Manufacturing Division of the \$10 billion consulting, systems integration and outsourcing company. With 6000 employees in 25 countries.

Director, Information Systems

1994 - 1997

Responsible for all systems implementation for 25 locations in the United States and Canada. Managed a team of 135 people and an annual budget of \$37 million. Also responsible for developing the organization's structure, strategic growth plans, and all operational policies and procedures and working with cross-functional teams to ensure that IT resources were providing the most effective and comprehensive services possible.

Significant accomplishments:

- Developed technology infrastructure and project methodologies to support the company's expansion into the manufacturing outsourcing market including support for the initial \$25 million contract. Resultant infrastructure and methodologies produced an incremental profit of \$3 million.
- Developed the first IT Strategic Plan resulting in a significant improvement between IT and the business units producing an overall performance of the IT services as measured by a 40% increase in overall customer satisfaction.
- Third accomplishment

Manager Systems Development

1991 - 1994

Significant accomplishments:

- To improve inventory accuracy and reduce overall costs, implemented a new MRP system resulting in an inventory accuracy increase of 25% and an increase in inventory turn rate of 50%.
- Second accomplishment
- Third accomplishment

Another Big Manufacturing Company, Southfield, Michigan

1984 – 1991

Another Big Manufacturing Company is a \$1.5B engineering and manufacturing company with 5000 employees in 14 countries.

Senior IT Executive

Managed the global information technology activity and implemented strategic planning world-wide; managed all IT related acquisition/divestiture activities; managed all IT capital expenditures; and installed initial technology infrastructure within several operating units in North America, Scandinavia, Europe, and Japan. Responsible for an annual budget of \$14 million and a global staff of 145.

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Other Positions:

Vickers, Troy, Michigan

1980 - 1984

As **Manager, Information Systems**, led the establishment of the local infrastructure to support consolidation of 2 manufacturing facilities, and resulting application systems support.

Blue Cross Blue Shield of Michigan, Detroit, Michigan

1979 - 1980

As **Senior Business Analyst**, performed system-wide review of check writing process and defined a program for improvement that would generate several million dollars in savings.

Ford Motor Company, Dearborn, Michigan

1968 - 1978

Joined the company as a College Graduate Trainee, in an entry-level programming position and progressed to hold a Senior Systems Analyst position responsible for multiple assembly plant-based systems, including MRP.

EDUCATION

Dartmouth College, Hanover, N.H

- Bachelor of Engineering with a major in computer science 1968
- President, Senior Class
- 4.9 GPA

RECOGNITIONS/AWARDS/OTHER

Received General Motors Information Technology achievement award

President of Detroit Chapter of SIM, 2001 - 2003

Chairman of Annual Kidney Foundation Golf Outing – raised \$70,000