

# PROFILES OF PROFESSIONALS

FORTY PLUS of New York, a non-profit, equal opportunity organization that has been operating since 1939, includes professional individuals who have worked as managers and executives in business and government.

Our members' experience assures prospective employers that they will benefit from those attributes most desired in newly-hired personnel: loyalty, enthusiasm, dependability and professionalism. Investment in training is sure to be minimal.

Each FORTY PLUS member has been thoroughly screened. There is another bonus for prospective employers-the qualified people of FORTY PLUS are available without fees or replacement costs of any kind.

These FORTY PLUS PROFILES provide succinct descriptions of our members' professional qualifications. Please review these profiles to find individuals who may satisfy your current or future job needs. Then, get in contact with us with your requests. Simply refer to the member code provided with each job title. We can be reached by telephone at 212-947--4230 or by Email at [main@fortyplus-nyc.org](mailto:main@fortyplus-nyc.org).

FORTY PLUS looks forward to a rewarding business relationship with you.

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## BUSINESS DEVELOPMENT AND STRATEGY

SENIOR INTERNATIONAL BUSINESS DEVELOPMENT EXECUTIVE HF-06

Entrepreneurial leader, cross-Atlantic strategy consultant, investment banker and corporate development executive, with extensive business and management experience in the United States and in France. As founder and CEO of U.S. alternative energy and environmental technology company, acquired and ran successful French R&D firm.

Experience as MD in directing N.Y. boutique investment bank; corporate development for a multinational group seeking diversification through U.S. and French investments, as President & CEO of a high tech development stage company. Successful transactions in M&A, licensing, alliances, international business development. Raised over \$35M for own company and for clients.

— General Management	— Corporate Strategy
— Merger & Acquisitions	— Market Research and Analysis
— Private Placements	— Due Diligence
— Strategic Alliances	— Contract Negotiations
— Technology Transfer	— Bilingual English-French

CREATIVE TRADE PROCESS AND MARKETING CONSULTANT HI-04

Nationally recognized expert in export/import compliance and web-based filing solutions for the government and private sectors. Offers clients a unique blend of technical expertise and marketing know-how.

- Strong, innovative thinker: contributes new ideas to transform critical initiatives.
- Creative problem solver: clarifies priorities and develops actionable plans to achieve key objectives.
- Trade process expert: automates documentation and organizes workflow to facilitate and accelerate critical procedures.
- Perceptive researcher: articulates customer needs, validates new concepts, and defines opportunities and risks.
- Resourceful marketing strategist and tactician: eliminates roadblocks and moves new initiatives from concept through development to successful launch.
- Excellent writer and communicator: demonstrates outstanding analytical, organizational, and presentation skills.

## INTERNATIONAL MANAGEMENT STRATEGIST

SG-01

International Executive Strategist with extensive experience in empowering senior executives and teams to develop successful strategies entering international markets. Specialist in designing and conducting cross-cultural executive coaching for leaders in businesses throughout North America, Latin America, the European Union and East Asia on the basis of living and working in the major countries in these continents. Expertise in post-merger corporate integration to Fortune-500 and medium-sized firms in high technology and financial services industries. Proficient in five European/Latin American languages: French, Spanish, German, Portuguese and Italian. .

## ORGANIZATIONAL DEVELOPMENT PROFESSIONAL

TF-01

Proficient in expanding program's educational activities and increasing program's financial support. Excellent research, writing and verbal communication skills. Expertise in planning, implementation and evaluation of conferences and symposia. Demonstrated abilities in partnering with colleagues and affiliated organizations to achieve mutual objectives within required deadlines.

### Areas of Specialization

Accredited Continuing Education	Organizational Management
Newsletters/Promotional Materials	Media/Direct Mail Marketing
Corporate Sponsorship Campaigns	Program Quality Assurance

## BUSINESS DEVELOPMENT AND STRATEGY (CONTINUED)

### SENIOR BUSINESS DEVELOPMENT EXECUTIVE

LG-01

Comprehensive business development track record with global business and marketing consulting firms, prestigious specialty manufacturer, and large office furniture distributor. Experience encompasses market development, consultative selling, and relationship management. Accomplished in cold calling activities, cross-selling initiatives, and network development resulting in a high-percentage closing ratio. Creates value, drives profits, and communicates a business executive's perspective through organizational clarity and common-sense management. Purposeful and personable with a highly organized client service approach. Adept at inspiring confidence in clients, selling value not price, and committing to results exceeding expectations.

Relationship Management Strategic Planning Sales Management

Creating Value	Project Management	Presentation Skills
Problem Resolution	Recruiting	Profit Driven
Contract Negotiations	Cost Control	Prospecting

EXPERIENCED SENIOR BUSINESS WRITER AND EDITOR CD-06

Extensive editing, research and writing experience in a variety of business publications. Edit book manuscripts, business reports and magazine and newspaper articles. Compose advertisements, business proposals and point-of-purchase material. Writer of business, current affairs and other non-fiction articles for newspapers, magazines, in-house publications.

FINANCE AND ACCOUNTING

SENIOR FINANCIAL EXECUTIVE, MEDIA & ENTERTAINMENT AD-01

Senior Financial Executive with the experience and expertise required to lead and, as necessary, turnaround organizations both financially and operationally. Strong analytical and decision making skills, superior communication ability, and the capacity to craft effective partnerships with creative, professional, and administrative personnel. Areas of expertise include:

- Strategic Planning            - Financial Reporting            -  
 Planning/Forecasting/Budgeting
- Deal Evaluation                - Operations Analysis            - Human Resources
- Financial Analysis            - Information Systems            - Restructuring/cost Reductions
- Production                    - Management Presentations    - Financial/Marketing Controls

FINANCIAL EXECUTIVE AB-04

Skilled Financial Manager. Practiced in current trends and legislation. Experienced in lender relations, cash management, controllership and systems development in consumer, transportation and manufacturing environments. Record of achievement in Fortune 500 as well as mid-size privately held companies. Adept communicator, organizer and motivator. Proficient in EXCEL, LOTUS, WORD, WORDPERFECT, MAS90, MRP9000, MACOLA, REAL WORLD, FUNDWARE.

FINANCE MANAGER RD-OI

Accomplished Senior Finance Manager with a proven international and domestic track record of improving internal controls and productivity, while reducing costs. Adept at maintaining good working relationships with management and staff. Skilled at accomplishing deliverables and overcoming resistance to change. Ability to work across language or cultural barriers. Areas of expertise include:

FINANCIAL EXECUTIVE / CONTROLLER NE-OI

Expert accounting and financial executive with strategic orientation who partners with senior management to solve on tough business problems, develop innovative operating strategies, and successfully lead implementations. Proven track record of adding value by controlling

costs, creating efficiencies, and improving systems. Demonstrated expertise in controller-ship, financial reporting, budgeting and analysis, systems implementation, financial analysis, and acquisitions. International experience in financial due diligence, debt restructuring, project management and business valuations. Strong leadership, organizational and communication skills.

## **HUMAN RESOURCES**

### **SENIOR HUMAN RESOURCES PROFESSIONAL**

NG-01

Developer of strategic plans and policy formulation. Leader of employee relations and diversity issues, staffing, health and welfare plans, performance management, training and development, and payroll. Creator and manager of employee and administrative services. Demonstrated ability to analyze, plan and manage diverse corporate projects. Ability to effectively contain costs while increasing quality of service striving for both economy and leverage.

## **INFORMATION TECHNOLOGY**

### **SENIOR PROGRAMMER ANALYST**

MQ-05

Deep experience programming, installing and maintaining informational technology systems in the health care insurance, financial service, retailing and advertising industries. Fluent in COBOL, VS COBOL II, OS/MVC JCL and ISPF/PDF. Ready to deploy to short-term or permanent assignments.

### **SENIOR TECHNICAL CONSULTANT / SALES ENGINEER**

HF-01

Successful, results-oriented IT Sales Engineer and Consultant with demonstrated experience in driving revenues in a dynamic, competitive, and rapidly evolving industry. Superior communication skills coupled with good negotiating and selling proficiencies. Experienced internal and external consultant.

### **SENIOR BUSINESS ANALYST/DATABASE DEVELOPER; PROJECT MANAGER/CONSULTANT**

RE-03

Experienced specialist in the development of technology systems in the financial services industry.

#### **Business skills**

- \_ Eight + years of Banking/Brokerage experience.
- \_ Experienced in requirements gathering, business definition requirements, functional and technical specifications, business process, process improvement, gap analysis and impact analysis.
- \_ Experienced in design, modeling, development, deployment, training and documentation.
- \_ Excellent managerial, organizational and mentoring skills.

#### **Technical skills**

- \_ Environments: SUN ES 4500 (Solaris), IBM RS/6000 (AIX), IBM SP2 (AIX), IBM PC and compatibles (Windows 2000, Windows XP), APPLE MACINTOSH/POWER MAC, DEC

VAX/VMS.

— Programming languages: UNIX, Oracle Sqlplus, PL/SQL, SQL, Sybase T-SQL, Korn shell, Perl, Visual Basic 6.0, ADO, ODBC, VBA, Autosys, Crystal Reports, Microsoft Visual SourceSafe, Microsoft Excel, Microsoft Word, Visio, StorQM, Erwin, SPSS.

— Databases: Oracle 9i, Sybase 11.9.2, Microsoft SQL Server 2000, Access.

## **SALES AND MARKETING**

SENIOR GLOBAL SALES / MARKETING EXECUTIVE HF-02

Principal of a global, licensing, consulting firm, with extensive experience in new product acquisition and development, licensing and rights agreements, and development of domestic and international markets. Creative problem-solver with strong decision-making skills

CONSUMER MARKETING STRATEGIST KD-01

Expert in distilling findings from complex data sources into strategic decision-making information for business development. Specialist in the application of cutting-edge marketing research tools to traditional and non-traditional business issues. Adept at:

- Strategy Development
  - Customer Satisfaction
  - Brand Vision
  - Habits and Attitudes
  - Equity Performance Reviews
  - Ethnographic Studies
  - Advertising Evaluation
  - New Product Development
  - Packaging
- Evaluation
- Pricing Studies
  - Controlled Store Testing
  - Consumer Loyalty

MARKETING PROPOSAL & TECHNICAL WRITER UG-01

Experienced proposal writer and marketing manager. Liaison between software development teams, pre sales engineers, marketing groups, and senior management. Strong background in process management and project management support. Ability to interview, gather data, interpret information, and document results. Ability to communicate complex concepts in understandable terms. Effective communicator who can analyze business needs and technical specifications and explain them clearly to their counterparts.

### **BUSINESS SKILLS**

Best Practices - CMM      Documentation      Business Proposal Writing  
Workflow Improvement      Training      HR Systems Management

### **SOFTWARE SKILLS**

Groupware    Office Suite    Project Management      On-line Help  
Lotus Notes 5.x Domino, Outlook MS Office 2000  
Word, Excel, Access, PowerPoint MS Project  
CA/Process Continuum  
Visio    Doc-to-Help    Robo Help

SENIOR GLOBAL SALES/MARKETING EXECUTIVE HF-2

Principal of a global licensing and consulting firm, with extensive experience in new product acquisition and development, licensing and expansion of domestic and international markets. Creative problem-solver with strong with strong decision-making skills.

