

Ron Krönen

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Summary:

Professional services recruitment lead, a hands on individual contributor with excellent oral and written communication, interpersonal and organizational skills. Focused on detail, accuracy and the ability to follow through in a high volume fast-paced oriented professional services environment. 25 years of High Tech recruiting of ERP, Systems Engineering, Development, Architecture, IoT/Digitalization, Open Source, Big Data, Business Intelligence and Cyber Security resources. Recruitment in both domestic and global (EMEA) markets. Proficient in numerous ATS systems IE: Taleo, iCIMS and many others.

Professional experience:

[Staff IT Enterprises](#) January 2003 to Present

Technical Talent Acquisition:

Contract Engagement with Hitachi: 5/2011 to Present (continuously)

I manage by example (hands on individual contributor) several teams that are engaged with Hitachi Worldwide Companies like HCC, HAL, Hitachi Europe (SIB), HSA, and Hitachi Data Systems (Vantara)

Current Hitachi Recruitment Initiatives:

[Hitachi Ltd](#) – Hitachi Social Innovation Business Division

August 2017 to Present

Lead Consulting Recruiter, EMEA-CIS (individual contributor)

This is a Global recruiting effort; I source recruit and place in UK, Nederland's, Sweden, Germany and France for: **IoT/Digitalization** - Solutions Architects / Pre-Sales Engineers, SME Industry Leaders, Marketing and Product Marketing resources.

[Hitachi Consulting Corp.](#)

May 2011 to Present

Talent Acquisition Lead (I am currently managing this team)

My role is to source and manage all SAP, Oracle, Microsoft, Big Data, BI, IoT requirements for "Talent Delivery Team" I support numerous practices including but not limited to: Utilities; Gas and Electric, Automotive, Aerospace and Defense, Chemical and Petrochemical, CPG, Discrete and Repetitive Manufacturing, Health Care Sciences, IS Retail, Managed Care Services. I recruit: Directors Business Development, VP's, Enterprise Applications Resources (EA) all SAP and Oracle Resources, Advanced Development Integration, SharePoint, Microsoft Dynamics AX, CRM and Java J2EE .Net SiteCore, C, C++ Open Source, Hadoop, Nortonworks, Cloudera, IoT/Digitalization, and multiple cloud platforms. (I will recruit resources on any technology platform as needed)

Previous Hitachi Recruitment Initiatives:

[Hitachi Data Systems](#) I have done several engagements for our sister companies throughout the years based on assignment: core development projects; C+ C# Perl Python system engineers for both the HCP and UCP research and development centers based in Waltham MA, Bellevue WA, Santa Ana CA and Denver CO.

[Pentaho Software](#) In 2015, I was engaged to our newly acquired "Pentaho Software company" to source Big Data Open Source technologies, Business Intelligence, Hadoop, software engineers, developers, support resources, advisory solutions integration consultants and solutions architects.

[Insight Solutions](#) I was assigned to a critical IOT project with HDS, this was a new start up at HDS.

[Hitachi Solutions](#) I managed a small team of recruiters on a Microsoft Dynamics CRM, AX and Azure initiative.

Prior contract recruiting engagements: I have letters of reference from each

- [Virtustream Inc.](#) Lead Technical Recruiter, began in 2010 was acquired by EMC in 6/2015 responsible for USA / EMEA
- [Decker's](#) SAP Recruiter, Staff augmentation for a USA, China and Mexico SAP global rollout
- [DCM Partners](#) SAP Recruiter, SAP Resource Delivery
- [Objective Paradigm Inc](#) Lead SAP Recruiter, on project for www.chamberlaingroup.com
- [PricewaterhouseCoopers](#) Lead SAP Recruitment Specialist (managed 3 in my team)
- [Comsys](#) Secret Clearance Recruiter, Fed. Practice recruit clearance resources; contract w/Defense Aero Integrators
- [AM General](#) Technical Recruiter, Military Division (Humvee)
- [Mettler Toledo](#) EMEA Recruiter, Zurich, Switzerland - Global Services
- [Capgemini](#) (Big5) SAP Recruiter, for major initiative [Textron Defense Systems](#)
- [Open Text Corp](#) Tech Recruiter, Content Management
- [McKesson Corp](#) SAP Recruiter, exceeded my OTE and received recognition for "Top Value"
- [Computer Sciences Corporation](#) (contingent placement) SAP consultants for the Federal A&D Practice
- [IBM](#) (Big 5) Technical Recruiter, SAP/ERP Global Practice
- [Deloitte Touché](#) SAP Recruiter, Fed Govt practice contract w/Defense Aero Integrators
- [Accenture](#) (Big 5) SAP Recruiter, Global Practice
- [Entry Point Consulting](#) SAP Recruiter, (now owned by KPMG) 2-year contract a variety of IS SAP Solutions SME's
- [Wipro Technology](#) SAP Recruiter, Global Practice
- [BearingPoint](#) SAP Recruiter, supported Health Care Sciences Practice.
- [RedSalsa Technologies Inc](#) SAP Recruiter, for Gas Up/Downstream, VAT Oil Solutions for [CITGO](#)
- [Siemens International](#) Technical Recruiter, SBA (Consulting Practice)
- [Lawson Software](#) Technical Recruiter, ([ERP Software](#)) acquired by Infor Software

ERP SourceGroup Inc. 1996- 2003

ERP SourceGroup Inc. starts up → E-Tech Solutions Corp. 2002- to 2003

Partner/Principal Recruiter, specializing in Semiconductor industry, we recruit resources with ASICS, Verilog, Verification, Validation / Silicon Chip Engineering. In our first quarter of 2002, (the Miami office) I billed over 250K with www.Leapfrog.com and also cultivated business with www.Intel.com , www.Nvidia.com

ERP SourceGroup Inc. 1996- 2001

Principal SAP Recruiter, we specialized in ERP with emphasis on SAP, Oracle, and PeopleSoft. Created partnerships with several Big Management Consulting Firms including Deloitte Touché, Price Waterhouse (consistently on the Gold Vendor List) and KPMG. Grew the business to 3 locations with offices in FL; NC and GA.

Dataforce, London, UK and Miami, USA (An Oracle Corp. Business Alliance Member) 1994-1996

Lead Recruiter, ERP Global Practice. I was the 7th person hired in its infancy; and assisted in growing the company to over 200 system integration consultants. Dataforce was recognized by *500 Inc. magazine* as South Florida's fastest growing Technology firm in 2000 with offices in Miami and London.

American Recruiters Intl LLC. 1990 – 1994

Principal Recruiter/Manager, ERP Source Division. (Primarily SAP)

Managed a group of five; I was the largest revenue contributor also trained staff and marketed our staffing/consulting services. I consistently made Presidents Club "The American Eagle Award" with quarterly billings of 150k

Prior I was with Project Objectives LLC. An IBM Business Alliance Partner. (my first job)

Education:

Franklin University Switzerland www.fus.edu (Lugano, Switzerland) International Economics / Human Resources

Languages: English, Italian, Hebrew; conversant in German and French

Accreditations:

Certified Sales Professional, Dale Carnegie Institute

Certified Professional Public Speaker, Dale Carnegie Institute

Certified Personnel Consultant (CPC) NY City

Dive Master (certified from Naui and Padi) Certified Dive Rescue Professional

Side note: I am a US Citizen (American Born) come from a Swiss/German family