

Ron Krönen

www.RonKronen.com

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Summary:

World class professional services recruitment lead, a hands on individual contributor with excellent oral and written communication, interpersonal and organizational skills. Focused to detail, accuracy and the ability to follow through in a high volume fast-paced oriented professional services environment. 25 + years of high technology recruiting in Systems Engineering, Development / Architecture to include SAP, Oracle, Enterprise wide resources, IoT/Digitalization, Open Source, Big Data, Business Intelligence and Cyber Security. Recruitment in both domestic and global markets. ATS systems: Taleo, JobDiva, ICIMS, RecruitSoft, PPS, Ceridian Portal, Wipro Synergy, Recruitsoft, Act-Goldmine, Kenexa BrassRing Source1, Sonic and CATS.

Professional experience:

Staff IT Enterprises (USA)

January 2003- Present

Talent Acquisition

Contract Engagement with Hitachi: 5/2011 to present

I manage (and am a hands on individual contributor) several teams that are engaged with Hitachi companies like HCC, HAL, Hitachi Europe (SIB), HAS, and Hitachi Data Systems -

Currently I am on 2 different Hitachi recruitment initiatives:

Hitachi Ltd. (currently) <http://social-innovation.hitachi/en/> I am engaged on both Hitachi America's and Hitachi Europe for this new start up "Social Innovation Business Division, EMEA-CIS" This is a Global recruiting effort; I source/recruit in Nederland's, Sweden, Germany and the Benelux countries for: IoT/Digitalization Solutions Architect / Pre-Sales Engineers, SME Industry Leaders, Marketing and Product Marketing resources. This this engagement is scheduled to the late part of 2018.

Hitachi Consulting Corp. (current, since May 2011) www.HitachiConsulting.com Talent Acquisition Lead

My role is to source and manage all SAP, Oracle, Microsoft, Big Data, BI, IoT requirements for "Talent Delivery Team" 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 Service group. I recruit: Directors Business Development, VP's, Enterprise Applications Resources (EA) all SAP and Oracle Resources, Advanced Development Integration (ADI), SharePoint, Microsoft Dynamics AX, CRM and Java J2EE .Net SiteCore, C, C++ Open Source, Hadoop, Nortonworks, Cloudera, IoT/Digitalization, and multiple cloud platforms.

Hitachi Data Systems www.HDS.com (now Hitachi Vantara) I have done several engagements for our sister company throughout the years based on assignment, for core development projects; for C+ C# Perl Python system engineers for both the HCP and UCP research and development groups in based in Waltham MA, Bellevue WA, Santa Ana CA and Denver CO.

Pentaho Software: www.Pentaho.com 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 and advisory solutions integration consultants and solutions architects.

Insight Solutions-www.hitachiinsightgroup.com I was assigned to a critical IOT project with HDS. This was a new start up at HDS, today called **Hitachi Vantara** <https://www.hitachivantara.com/en-us/home.html>

Hitachi Solutions - <http://us.hitachi-solutions.com> I managed an awesome team on the recruitment initiative seeking and hiring of Microsoft Dynamics CRM, AX and Azure resources.

Past contract recruiting engagements:

- **Virtustream Inc. www.Virtustream.com (*acquired by EMC in 6/2015) A SAP Cloud / Virtualization Services company.** My focus was on SAP Sales Solutions Executives, New Business Development Managers and all SAP Technical implementation / technical development resources IE: SAP Cloud, Virtualization and Storage resources, SAP Basis NetWeaver Admins, HANA Migrations, SAP FI CO / SD / CRM / BI / Business Object and numerous other SAP Modules including technical ABAP developers as well as SaaS, VMware system engineers. Responsible for recruitment of for both the US and UK EMEA practices.
- **Decker's – staffed international and domestic resources: for a USA, China and Mexico SAP global rollout – Finance and VAT system initiative.** Staff augmentation of 6 SME's and 2 perm hires for this project.
- **DCM Partners www.dcm-partners.com Responsibilities:** SAP Resource Delivery and Recruitment Specialist for this SAP Development, Consultancy & Management specialized firm
- **Objective Paradigm Inc. www.oprecruiting.com Lead SAP Recruitment**
I was responsible for their client the Chamberlain Group www.chamberlaingroup.com (manufacturers of gates, garage doors and security points) for 12 open requirements that included Manufacturing Warehouse and Logistics Managers, Make to Plan Manufacturing Subject Matter Experts, SAP BI, SAP Basis Administrators, FI CO functional consultants, Content Document (Open Text) Server and Storage technologists, Database Administrators, Application developers, CRM SD Logistics Plan to Make, Warehouse & Logistics manager and other open requirements as they came available.
- **PricewaterhouseCoopers www.PWC.com Lead SAP Recruitment Specialist** (short term 3-month project)
- **Comsys www.Comsys.com Federal Practice** "SAP Practice" SC and TSI cleared resources under contract by our Defense Aerospace Integrators practice.
- **AM General www.amgeneral.com Military Division (Humvee)** I had several consultants on billing for a complex SAP Radio Frequency Console, Basis Admin support and ABAP development implementation team to implement SAP RF CRM Mobile solutions at 3 factory plants and distribution centers for the Hummer and Military Humvee line.
- **Mettler Toledo www.MT.com Zurich, Switzerland Pharma** (retained engagement) for 2 initiatives; SAP CRM 2007 Mobile SM - Global Service Management and Global SAP HCM project- this assignment consisted of securing resources in USA and in Zurich, Switzerland for a global roll out with 2 separate instances of SAP on both continents.
- **Capgemini (Big5) www.Capgemini.com** (contract recruiting engagement) 2005-2007 I was selected to support a major initiative, the **Textron Defense Systems** account and other "high priority mission critical accounts". I was the Sr. SAP Recruiter (SAP Hosting Services FSBU) responsible for all "New SAP Dimension Technology" recruiting NetWeaver, XI, XMii, Portals, SAP Basis Administrators / Security and all SAP related middleware.
- **Open Text Corp www.Opentext.com Content Management software** - I placed (10) SAP Workflow and Image - Archiving resources. (contingent placement)
- **McKesson Corp www.Mckesson.com Healthcare Sciences** SAP implementation analyst and SAP Business Analysts in Atlanta, GA, San Francisco, CA and in Bloomfield CO. I exceeded my OTE and received recognition for "Top Value"
- **Computer Sciences Corporation www.CSC.com** (contingent placement) SAP consultants for the Federal A&D Practice
- **IBM www.IBM.com (Big 5)** (SAP/ERP Global Practice) (contingent placement)
- **Deloitte Touché (Big 5) www.Deloitte.com Defense and Aerospace practice** (big5) (SAP Global Practice) (contract engagement) a variety of IS SAP Solutions SME's
- **Accenture (Big 5) www.Accenture.com** (big5) (SAP Global Practice) Partners, Sr. Managers, many Sr. SAP consultants and a SAP Training Manager
- **Entry Point Consulting** (now owned by KPMG) 2-year contract a variety of IS SAP Solutions SME's
- **Wipro Technology www.Wipro.com** (India's Top Systems Integrator) I placed Sr. Managers SAP IS U CCS, SAP Program Managers and SAP Solutions Architects etc.
- **BearingPoint (Big 5) www.Bearingpoint.com** SAP Talent Acquisition, I supported the Health Care Sciences Practice.
- **RedSalsa Technologies Inc. www.Redsalsa.com** SAP Recruiter providing mission critical recruiting for SAP IS Gas Upstream Downstream and VAT Oil solutions specialist for client (CITGO) Houston
- **Siemens International www.Siemens.com IT Service Division** (SAP Core Manufacturing Business Consulting Practice- I placed SAP Pre-Sales, Business Development managers and numerous Implementation Sr. Consultants / Leads.
- **Lawson Software (ERP Software) www.Lawson.com** I recruited Lawson Financials, Manufacturing (M3) Lawson Software Sales Managers. I exceeded my SLA and filled 12 hires in 90 days.

E-Tech Solutions Corp. 2002- to 2003

Partner/Principal Recruiter (ASICs/ Silicon Chip Engineering) I started this executive search/consulting firm. In our first quarter of 2002, (the Miami office) I billed over 250K. We specialize in securing high level Chip Hardware Design Engineers for Silicon Valley development labs. Focus is on ASIC/ FPGA Verilog and all the tools required for the Design, Emulation, and Verification of Silicon Chip Development. Clients included www.Leapfrog.com , www.Intel.com , www.Nvidia.com ,

ERP SourceGroup Inc. 1996- 2001

Principal SAP Recruiter, we specialized in ERP Implementation technology 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. A results driven professional I secured over \$109K in sales (placement fees) for December 2000 all at one client, Evoke Software Corp of San Jose, Ca. www.Evokesoft.com . Managed the Recruitment, Selection Processes, Training Curriculum, and Training Workshops for this international multi-office search firm. Grew the business to 3 locations with offices in Miami, Florida; Raleigh, North Carolina and Atlanta, Georgia. We had over 25 full time employees, as well as many per diem consultants.

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

Director of Recruiting and Training/ERP Global Practice, I was also responsible for Business Development for this Oracle Business Alliance Member consulting firm. Consistently billed in excess of 1 million dollars per year. In my 1st year, key sale to Precision Response Corp. (a call center company) a 1.5-million-dollar Oracle Financials implementation, this resulted in growing the company 5-fold within their first year. I was the 7th person hired in its infancy; today the company employs over 200 people and was recognized by 500 Inc 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 of the ERP Source Division. (Primarily SAP)

Managed a group of five and was the largest producer of revenue as well as built, trained and marketed our staffing/consulting services. We specialized in ERP (enterprise resource planning) technology and legacy systems conversions utilizing SAP, Oracle, PeopleSoft JD Edwards, and Baan. 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)

Majored in 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

Awards/Certifications received:

I have received over 20 awards, for recruitment training curriculum courses and year-end sales during my career.

Dive Master (certified from Naui and Padi) Certified Dive Rescue Professional and hold 8 certifications in Scuba Diving

Pilot (Fixed Wing Cessna 172) in process

Side note: I am a US Citizen (American Born) but come from a Swiss/German family and have lived in numerous countries in Europe- I was raised in NY City and Lugano, Switzerland, worked / lived in Europe (multiple locations) - educated in Switzerland I am married, also have a son residing in Beijing China on scholarship with [Schwarzman Scholars](http://SchwarzmanScholars) at Tsinghua University and a Daughter pursuing her Thoracic Heart Surgery MD program at PNW Heritage Med School at this time.