Ron Krönen

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A world-class IT Professional Services resource recruitment delivery lead. 100% hands on and individual contributor with excellent oral and written communication, interpersonal and organizational skills. Focused attention to detail, accuracy and the ability to follow through in a high volume fast-paced oriented professional services environment. 25 + years of SAP/Oracle enterprise resources, recruitment in both domestic and global markets. Solid ATS systems experience to include: JobDiva, ICIMS, Recruitsoft, PPPS, Ceridian Portal, Wipro Synergy, Taleo, Recruitsoft, Act-Goldmine, Kenexa-Brassring-Source1, Sonic and CATS. Heavy use of MS Lync 365 and full MS Office Suite 2013.

Professional experience:
Staff IT Enterprises IT Technical Sourcing / Recruitment outsourced delivery division. January 2003- Present
Talent Acquisition - CONTRACT SOURCING/RECRUITING ENGAGEMENTS FOR THESE CLIENTS:

- **Current Contract Engagement:** I work for both HCC and HDS   **5/2011 to present**

  Hitachi Consulting www.HitachiConsulting.com **Talent Acquisition Lead / Sourcing Specialist**
  My role is to source and manage all SAP, Oracle, Microsoft, Big Data, BI 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. In addition, I also recruit Directors of 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, and multiple cloud platforms. For a sample view of my current reqs I am recruiting for **visit →**
  http://staffitenterprises.com/site/positions/hitachi-consulting/

  Hitachi Data Systems www.HDS.com **I and my team have done several engagements for our sister company thruout the years based on assignment, these are recruiting assignments** 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. **In 2015 we were engaged to our newly acquired "Pentaho Software www.Pentaho.com company"** to source Big Data open source technologies, Business Intelligence, Hadoop, software engineers, developers, support resources and advisory solutions integration consultants and solutions architects. **Currently (as of 6/2016)** assigned to a critical **IOT project** with HDS. This is a new start up for Hitachi, for more info about **Insight Solutions, www.hitachiinsightgroup.com/en-us/home.html** For a sample view of my current reqs I am recruiting for **visit → http://staffitenterprises.com/site/hitachi-data-systems/**

Past contracts:
- **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**.**
- **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 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) I placed over 25 SAP resources...which included Partners, Sr. Managers, many Sr. SAP consultants and a SAP Training Manager
- **Entry Point Consulting** 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 ect.
- **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, w*e 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

Project Objectives LLC. (an IBM Business Alliance Partner) 1980 – 1989
Started as *Marketing Executive/Recruiter* Responsibilities to market and recruit for our consulting and executive staffing services to IBM users. Created highly specialized divisions, which focused on specific technical applications that fell within the IBM product line. I became a principal of the company in 1985. Project Objectives Inc. was an IBM Business Alliance Partner and was recognized as a top technical solutions service provider by www.ComputerWeekly.com magazine and The Mainframe Journal www.Zjournal.com . I assisted in increasing revenues from 2.5 million in 1980 to 6.5 million by 1989. By restructuring the business into 5 IBM Application sectors:

1) IBM's 370 30xx 390 running under DOS, MVS, MVSXA applications: This specialized division supported all industries including, Banking, Finance, Government sector, Manufacturing, Medical, Human Resources. Retail, Space / Avionics, Military applications.

2) IBM Systems Programming and Software Development: This division specialized in supporting system internals and software development partners, we partnered with Computer Associates, Candle Corp, Platinum Technology, BMC, Syncsort, Sybase, ect.

3) IBM Voice and Satellite Communications: We assisted in building and staffing highly technical satellite communications resources for both voice and data stream development.

4) IBM Mini and Micro systems integration IBM System 36, 38, AS400: Assisting medium size companies to implement complete turnkey data processing sites.

5) IBM Artificial Intelligence Historical Trading Systems: For this banking currency trading and portfolio fund management, *we were engaged as business partner* to **Banca Della Svizzera Italiano** www.bsibank.com (a Union Bank of Switzerland owned company) for the full project life cycle for this mammoth development project, with multi global locations in Switzerland, Germany, Japan, England, and the USA. Staffed and recruited over a dozen hi profile engineers as well as scores of analyst and programmers from all over the globe to live and work in Lugano, Switzerland. I was responsible for managing the housing, orientation, and training for all project members. Project took over 18 months to complete and was a major success. Software package enabled UBS to realize over $45,000,000. of additional revenue in the first year of production. Years later, the system was sold to Major US banks including Citibank International, Chase Manhattan Bank, and American Express Institutional Trading Ltd. I traveled extensively for this project.

Education:
Franklin University Switzerland 1980 www.fc.edu (Lugano, Switzerland)
Majored in International Economics / Human Resources
Languages: English, Italian, Hebrew
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 (both certified from Naui and Padi)
Certified Dive Rescue Professional and hold additional 8 certifications in Scuba Diving
CPR Certified
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 - educated in Switzerland