

# GLENN J. MARINO

7203 Henson Farm Way

Summerfield, NC 27358

(336) 643-0545

gmarino1@triad.rr.com

## SUMMARY

Senior Information Technologies Manager with leadership capabilities, business acumen, and strong technical skills. 25+ years of experience building motivated teams and implementing IT solutions in a wide variety of industries, application technologies, computing platforms, and operational environments – with particular strength in consumer products. Recognized as a top performer throughout a career of strong project management and driving process efficiencies.

## AREAS OF STRENGTH

### Technology

- Software Development, Implementation and Lifecycle Management
- Systems Analysis & Design
- Business Analysis & Requirements
- Strategic Planning & Execution
- Application Enterprise Integration
- Data Modeling, Data Analysis, and Business Intelligence
- SAP ECC 6.0/Business, Planning and Consolidation (BPC)
- Web 2.0/Content Management System (CMS)
- Web Analytics/Web Services
- .NET Framework/MS SQL Server
- Customer Relationship Management (CRM)
- SaaS/Salesforce.com/MS CRM
- ETL: Pervasive/DTS/SSIS
- SharePoint (MOSS 2007)

### Process

- Forecasting
- Order Management
- Web Presence/e-Commerce
- Process Engineering & Improvement
- Sales Force Automation

### Management

- Budget Management & Accountability
- Vendor Selection & Management
- Project Rationalization & Management
- IT Personnel (Organization/Job Descriptions)

## EXPERIENCE

**REMINGTON ARMS COMPANY, INC.**, Madison, North Carolina

**2005 – 2009**

### **Manager, Sales and Reporting Systems**

- Managed and led a team of business analysts and developers in the successful product evaluation, selection and implementation of CRM, SFA, and CMS systems:
  - Responsible for feasibility studies, project plans, capital budgets, RFP's for product and vendor selection, code reviews, test plans, and post-mortem review.
  - Designed interfaces for data integration and data cleansing (ETL).
- Directed a team of project leaders, systems analysts, and web developers in numerous application development projects using an SDLC methodology. Responsibilities included formulating business requirements, data extract/program specifications, process flows, and the design of dynamic, analytical reports:
  - Web/E-commerce ([www.remington.com](http://www.remington.com))
  - SAP/Business Planning & Consolidation (BPC)

**REMINGTON ARMS COMPANY, INC.,** Madison, North Carolina

**1996 – 2005**

**Project Manager**

Area of responsibility includes application system development for the Sales/Marketing organization.

- Established the Sales Information System (SIS) Group within the Information Systems Department to support over 100 users. This includes all SAP configuration, reporting, maintenance, and new development:
  - Eliminated 3 consultants with 2 full-time employees.
  - Cost savings total over \$100k in salary per year.
  - Reduced response time to user requests/issues by over 50%.
  
- Led a cross-functional team consisting of consultants, IT developers, and business analysts in the design, coding, and testing of a SAP/Microsoft Sales Reporting System. My responsibility included the requirements definition and feasibility study, cost/benefit analysis, design/code review, budgeting, RFP for vendor selection of the packaged software, and project plan.
  - Annualized cost savings amount to over \$100k.
  - Improved quality of information and workflow significantly.

**BEECHTREE ASSOCIATES, INC.,** Winston-Salem, North Carolina

**1995 – 1996**

**Managing Partner/Consultant**

- Design and implementation of client-server Decision Support Systems.
- Provide Target Marketing solutions and consumer database development for the Direct Marketing industry.

**CMS, INC.,** Winston-Salem, North Carolina

**1993 - 1995**

**Manager, Decision Support Systems**

Areas of responsibility included all PC application software development and office automation.

- Established the client-server development group and computing environment.
  - Evaluated, performed feasibility studies, and recommended the hardware platform, RDBMS, and software tools.
  - Responsible for all hiring, employee evaluations, hardware/software yearly budgets, and all other managerial functions.
  - Led a team of consultants and staff in the successful application development effort of a coupon promotion Decision Support System (DSS). This system performs, for major consumer product companies, the back-end coupon distribution and redemption reporting and analysis. It was completed on time and on budget.
  - Managed the Automated Brand Services Review (BSR) application project; resulting in cost savings of over \$100k.
  
- Responsible for introducing Microsoft Windows and guiding the setup, network installation, and training to the organization.

**PEPSI-COLA COMPANY, INC.**, Somers, New York **1989 – 1993**

**Senior Systems Analyst**

**PEPSICO**, Purchase, New York **1985 – 1989**

**Senior Business Analyst**

**UNION CARBIDE CORPORATION**, Danbury, Connecticut **1982 – 1985**

**EDP Auditor**

**TEXACO, INC.**, White Plains, New York **1979 – 1982**

**Financial Analyst/Programmer Analyst**

## **EDUCATION**

MBA, Information Systems, Iona College, New Rochelle, New York, 1982

B.S., Accounting, LeMoyne College, Syracuse, NY, 1979