

# ROBERT SMITH

## Senior Systems Consultant I

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### SUMMARY

TECHNICAL PRE-SALES ENGINEER Detail-oriented professional with experience coordinating projects meet specific customer needs, business in international markets. Offer excellent interpersonal communication abilities, quickly building rapport with customers, colleagues senior management.

### CORE COMPETENCIES

Program Management (7 years), Project Management (10+).

### PROFESSIONAL EXPERIENCE

#### Senior Systems Consultant I

ABC Corporation - November 1998 – January 1999

##### Key Deliverables:

- Worked fully partitioned and distributed application (n-tier, thin client) developed in PowerBuilder 6.5 utilizing the PFC along with Rivertons HOW Object Modeling and Component Design Tool with a Server Oracle database.
- During this assignment, able create System Service Error Object, a System Service Security Object Print Service Object application.
- Assignment Limra International - Windsor, Ct.
- Assisted in writing an Independent Publishers Clearinghouse application using Rivertons HOW to generate system components, business logic and Task/Workflow navigation along PowerBuilder 6.5, the PFC with a Sybase database.
- (n-tier, thin client environment).
- Held accountable for \$9M in technical product and professional service sales, supporting 5 Account Managers across aspects of technical prospecting, consultation, proposal development, and contracting.
- Provided representation company portfolio industry events , trade shows.

#### Senior Systems Consultant I

Delta Corporation - 1997 – 1998

##### Key Deliverables:

- Designed and created a Year 2000 Text Search Assistant in PowerBuilder 5 to expedite the remediation of not only PowerBuilder code but code written in any programming language that could be exported to an ASCII text file format.
- This tool allowed me to finish remediating all Fleet Bank applications 6 months ahead of schedule.
- As a result, the IT Manager at Fleet Bank increased my billing rate by two dollars an hour.

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- This software has been requested by the Information Technology departments of Fleet Bank in New York, Rhode Island and several other Fleet Bank IT departments in other parts of the country.
- Other accomplishments at Fleet Bank include participating in determining the methodology to be used in remediating the Fleet Bank applications for Year 2000 compliance, creating a Fleet Window Object Finder in PowerBuilder 5 which considerably decreased the time it took to look for specific PowerBuilder objects during the Year 2000 remediation process as well as implementing Fleet Window application enhancements, the successful migrating of several Fleet Applications from PowerBuilder 4 to PowerBuilder 5 while implementing performance enhancements on the Account Management application during this migration process.
- This improved the overall speed and performance of the application by over 50%.
- Also provided mentoring and tutoring in PowerBuilder to Fleet Information Technology personnel.

### EDUCATION

Bachelor Of Science In Technical Management - (Devry University - Alpharetta, GA)

