

DOUGLAS MARINO
Director Of Technology

Strategic IT Leader successful in leveraging technology assets to build corporate and market value in multiple industries, including retail energy, consumer products, banking, telecommunications and supply chain. Aligns technology with business objectives to deliver end-to-end business and technical solutions and increase shareholder value. Foster open communication throughout highly matrixed teams to drive progress, while balancing competing resources and deadlines.

AREAS OF EXPERTISE

IT Strategic Planning • Off-Shore & Near Shore Software Development • Software Development Lifecycle • Change Management Business Process Improvement • Database Management • Competency Modeling • Project Management Data Warehouse & Mining • Hardware, Storage, Backup & Recovery Architecture • Packaged Systems Implementations Vendor Management • Production Support • Business Intelligence • Enterprise Architecture • ERP Implementations Facility, Environment & Network Infrastructure • Team Leadership & Development

PROFESSIONAL EXPERIENCE

NEBUWARE SOLUTIONS INC – Fort Lauderdale, FL / 2013 to Present

Independent Technology Consultant

Work as independent consultant, providing technology consultancy services to powerhouse clients. Focus closely on strategy development, software procurement and development using Microsoft technologies.

- Provide support and guidance on all applications and document systems to Liberty Power Corp.
- Defined IT strategies for telecommunications equipment services for Rous & Asociados.
- Delivered software evaluation services for TV cable operations at Viginet.

LIBERTY POWER CORP. – Fort Lauderdale, FL / 2004 to 2013

Fastest growing independent energy retailer focused on business and government customers in the U.S.

Director of Enterprise Information Systems (2012 to 2013)

Spearheaded business transformation program by evaluating, selecting and contracting packaged systems solutions to enhance legacy applications and bring technology to a superior state. Systems included CRM, Billing, Portal and BI implementation. Managed contract negotiations with vendors involving software procurement, development, implementation and maintenance.

- Saved company \$20M+ by implementing more streamlined systems for key processes.
- Designed integration of all systems utilizing SOA principals and developed data migration plans.

Director of Systems Analysis & Development (2004 to 2012)

Directed all areas of systems development cycle for applications related to CRM, order fulfillment, finance and risk management activities for the retail energy industry utilizing Microsoft technology. Analyze requirements and design solutions in strict compliance with operations standards. Develop processes to support software development best practices for compliance audit review and analysis. Collect business requirements by interviewing stakeholders at every level; create reports used for development control. Manage resources for projects with an on-premise, offshore and near shore staff of 30 Developers and Analysts.

- Guided the development of a state-of-the-art integrated Retail Energy software solution to support the rapid expansion and growth of a startup organization that yields \$800M+ in annual revenue in the newly Deregulated Retail Energy Industry.
- Supported senior executive team in the creation of a strategic systems plan to support the expansion of the new business into 14 Deregulated States and 50+ Utilities throughout the U.S.; addressed need for integration of services, data, networks, customer retention, customer churn reduction integrated business processes.
- Served as key member of the leadership team advising executive management in all aspects of IT Service operations, including strategic planning, software development, architecture, infrastructure, organization, contract management, program management and emerging technologies.
- Directed business process improvement projects, including Interactive Voice Response (IVR), sales force automation, credit and collections best practices, customer invoicing, marketing campaigns, demand processing and financial performance balance scorecard.
- Led the design and integration of a third party billing service, virtual infrastructure (VMWare/IBM) implementation and integration; reduced operating expenses, increased customer loyalty and eliminated operational overhead for managing 50+ utility integrations and billing requirements.
- Spearheaded the implementation of TFS and agile methodology that improved software delivery by 50%.
- Designed data architecture for 25 SQL databases to support applications.
- Led data warehouse implementation to support 500+users.
- Designed and managed the development of complex SSIS packages to manage data coming from multiple sources.
- Directed the implementation of 80+software and business intelligence projects with ROIs of up to 70%.
- Oversaw production support and training for user community composed of 300+ individuals.

GALCO INTERNATIONAL CORP. – Hollywood, FL / 2002 to 2004
Casino and gaming company.

Systems Analyst / Operations Manager

Built MS Access applications with a focus on receivables, payables, inventory management and ledger. Installed and maintained applications across the Dominican Republic, Mexico and Puerto Rico. Managed foreign operations with \$.5M in annual revenues while leading a team of 12 employees.

- Developed software to manage the operation and upgrade of each gaming machine.
- Designed reporting for each machine to track revenue generation; made recommendations regarding the volume of machines per establishment.

GEAC ENTERPRISE SOLUTIONS – Fort Lauderdale, FL / 1998 to 2002

Provides application software and a broad range of professional services for businesses and governmental bodies; formerly Dun & Bradstreet Software.

Systems Business Consultant

Analyzed business processes for top Latin American retail and bank corporations with \$1B+ in annual revenues in conjunction with teams comprised of Vice Presidents, Managers and end users. Reviewed accounting procedures to solve integration issues. Developed country specific tax withholding applications.

- Saved \$.5M in software development costs by adapting client's unique business practices to ERP functionality.
- Automated reports and created menu windows through MS Access.
- Reduced reporting needs by 60% by analyzing data requirements and making appropriate recommendations.
- Implemented 18+ SmartStream ERP projects involving general ledger, budget, asset management, purchasing, supply management, accounts payable and accounts receivable applications.
- Established a full cycle accounting experience aligned with GAAP guidelines related to banking functions.
- Played key role in the development of software enhancements, including quality assurance, testing and script corrections utilizing stored procedure programming.
- Created data extraction optimization scripts using SQL Server Database programming.

AFS INTERCULTURAL PROGRAMS – Caracas, Venezuela / 1996 to 1998

Non-profit international student exchange program in the world, offering inbound and outbound programs for teens.

Financial Manager

Formulated monthly cash flow, annual budget and expense reports for an organization with \$1M+ in revenues annually. Maintained personnel and insurance files, updated employee status, calculated yearly pension and submitted government forms. Processed payroll for 12 employees.

- Amplified office workflow by 25% by developing and administering innovative requisitions schedules and forms.
- Maximized profits by thoroughly analyzing programs costs and executing strategic investment plans.
- Negotiated vendor contracts that maintained and improved service quality while reducing costs by 15%.
- Evaluated and procured accounting software and established all accounting procedures for the organization.

AMERICAN EXPRESS – Caracas, Venezuela / 1995 to 1996

American multinational financial services corporation with \$30B in annual revenue.

Financial Analyst

Reviewed and processed 300+ invoices monthly for 14 departments and 120 branches. Evaluated fixed assets and expense accounts to prepare variance analysis reports. Gathered statistical information and formulated financial statements, coordinating with 4 departments.

- Prepared monthly accruals, contract amortizations, asset depreciation and adjusting journal entries, generating \$4.2M+ in annual revenues.

EDUCATION

BBA, Management Information Systems

Florida International University – Miami, FL

Scrum Master Certification