

Ron Krönen

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Summary:

A Diverse Solutions Services Business Professional, in multiple verticals. See below.

30+ years in the recruitment industry with eminence in Professional Advisory Solutions and Services. Ron is a hands on individual contributor and director of numerous teams scattered globally. Possess excellent oral and written communication, interpersonal and organizational skills. Focused on detail, accuracy and the ability to follow through in a high volume fast-paced oriented professional services environment. Emphasis on High Tech Recruiting of new emerging technologies; of late IoT/Digitalization, Smart Manufacturing, I4.0, Robotics, Lumada ecosystems and other hi end technologies for domestic USA, EMEA global markets. Proficient in numerous ATS systems: Taleo, iCIMS and many others.

Professional experience:

Staff IT Enterprises

January 2003 to Present

Staff IT serves many clients- see website; but as for my personal hands on engagements; are as follows.

Functional: Direct several [Hitachi](#) recruitment engagements in USA and EMEA, expanding with additional initiatives slotted to start soon since 2011

Director and Individual Contributor:

Contract Engagement with Hitachi: 5/2011 to Present (continuously)

I manage by example (hands on individual contributor) several teams that are engaged with Hitachi Worldwide Companies like **HCCUSA, HCC EMEA EU, HAL, Hitachi Europe (SIB), HSA, and Hitachi Data Systems (Vantara)** and others. I enjoy taking on difficult and time sensitive searches for VP, C level, SME, Sr. Sales BDB, and other high-level priorities that need quick turnaround, in USA or Globally. Further I direct with a “hands on approach” and successfully manage multiple TA teams with multiple Hitachi sister companies.

Hitachi Consulting Corp. USA:

May 2011 to Present

Talent Acquisition Lead (I am currently managing this team)

My role is to source and manage all SAP, Oracle, Microsoft, Big Data, BI, IoT requirements for “Talent Delivery Team” I 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 Services. I recruit: Directors Business Development, VP’s, Enterprise Applications Resources (EA) all SAP and Oracle Resources, Advanced Development Integration, SharePoint, Microsoft Dynamics AX, CRM and Java J2EE .Net SiteCore, C, C++ Open Source, Hadoop, Hortonworks, Cloudera, IoT/Digitalization, and multiple cloud platforms. (I will recruit resources on any technology platform as needed)

Current Hitachi Recruitment Initiatives:

Hitachi Ltd – Hitachi Social Innovation Business Division

Lead Consulting Recruiter, EMEA-CIS (individual contributor)

August 2017 -present

This is a Global recruiting effort; I source recruit and place in UK, Nederland’s, Sweden, Germany and France for: **IoT/Digitalization** - Solutions Architects / Pre-Sales Engineers, SME Industry Leaders, Marketing and Product Marketing resources. Also oversee and manage another Recruitment Lead for SIB USA and she is hitting all her metrics, complete success.

[HCC EMEA EU](#) - Hitachi Consulting EMEA – UK

Lead Advisory Consulting Recruiter, EMEA EU

March 2018 – present

On assignment with a team to secure, many Sr level Oracle Sales BDB, for UK and Netherlands

As one of just 9 Oracle Diamond Partners, Hitachi Consulting is a recognized name worldwide. We have deployed Oracle products in more than 70 countries spanning over 40 Specializations and 13 Advance Specializations. We know the end-to-end Oracle value chain. We bring the power of 24 Hitachi Ltd. operating companies together with Oracle to provide our clients with Advanced Specializations across the Oracle E-Business Suite including: We deliver measurable results for our clients. Simply put...We Make it Happen. Better.

Previous Hitachi Recruitment Initiatives:

[Hitachi Data Systems](#) I have done several engagements for our sister companies throughout the years based on assignment: core development projects; C+ C# Perl Python system engineers for both the HCP and UCP research and development centers based in Waltham MA, Bellevue WA, Santa Ana CA and Denver CO.

[Pentaho Software](#) 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, advisory solutions integration consultants and solutions architects.

[Insight Group](#) I was assigned to a IOT project with a new “startup” at HDS.

[Hitachi Solutions](#) I managed a small team of recruiters on a Microsoft Dynamics CRM, AX and Azure initiative.

Prior recruiting engagements from 2003-2011: I have letters of reference from each.

[Virtustream Inc.](#) Lead Recruiter, began in 2010 was acquired by EMC in 6/2015 responsible for USA / EMEA

[Decker's](#) SAP Recruiter, Staff augmentation for a USA, China and Mexico SAP global rollout

[PricewaterhouseCoopers](#) Lead SAP Recruitment Specialist (managed 3 in my team)

[Comsys](#) Secret Clearance Recruiter, Fed. Practice recruit clearance resources; contract w/Defense Aero Integrators

[AM General](#) Technical Recruiter, Military Division (Humvee)

[Mettler Toledo](#) EMEA Recruiter, Zurich, Switzerland - Global Services

[Caggemini](#) (Big5) SAP Recruiter, for major initiative [Textron Defense Systems](#)

[McKesson Corp](#) SAP Recruiter, exceeded my OTE and received recognition for “Top Value”

[IBM](#) (Big 5) Technical Recruiter, SAP/ERP Global Practice

[Deloitte Touché](#) SAP Recruiter, Fed Govt practice contract w/Defense Aero Integrators

[Accenture](#) (Big 5) SAP Recruiter, Global Practice

[Entry Point Consulting](#) SAP Recruiter, (now owned by KPMG) 2-year contract a variety of IS SAP Solutions SME's

[BearingPoint](#) SAP Recruiter, supported Health Care Sciences Practice.

[Lawson Software](#) Technical Recruiter, ([ERP Software](#)) acquired by Infor Software

[Defense Aerospace Integrators](#) *Joint Military Integration & Consulting*

2009 - Present

Sr. Partner

Defense Aerospace Integrators is CCR registered and was founded by Air Force Colonel and General coupled with Tech IT Designers, System Architects and Weapon deployment specialists. Having a team of seasoned DoD Recruitment experts enable DAI to provide secret clearance resources for full scale implementation augmentation and delivery of military, defense and aerospace information technology systems. We offer former defense and military information technologists to fully integrate your IT Enterprise Application System initiatives.

KrönTech Solutions

SAP Recruitment SME Contingent/Retained Search

2004- present

Systeme, Anwendungen und Produkte in der Datenverarbeitung (SAP)

I was on multiple recruitment SOW engagements / contracts, as well as perm contingent placement of SAP resources. Extensive experience in the SAP domain, KrönTech Solutions provided both contingent searches as well as staff augmentation We provide SAP recruiting on contingent basis, no module or IS solution is unknown - we have been in the SAP world since it was started in Weinheim in 1972, later releasing SAP R/2 with R/3 being released in 1992. I had worked for Siemens International who was one of the largest users of SAP to deploy EA SAP technology.

ERP SourceGroup Inc. (sold company and E-Tech division)

1996- 2003

ERP SourceGroup Inc. starts up E-Tech Solutions Corp. in 1997

Partner/Principal Recruiter, specializing in Semiconductor industry, we recruit resources with ASICs, Verilog, Verification, Validation / Silicon Chip Engineering. In our first quarter of 2002, (the Miami office) I billed over 250K with www.Leapfrog.com and also cultivated business with www.Intel.com , www.Nvidia.com

ERP SourceGroup Inc.

Principal SAP Recruiter, we specialized in ERP 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. Grew the business to 3 locations with offices in FL; NC and GA.

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

1994-1996

Lead Recruiter, ERP Global Practice. Miami expansion office, originated in UK. I was the 7th person hired in the Miami office and assisted in growing the company to over 200 system integration consultants. Dataforce UK/USA was recognized by 500 Inc. magazine as South Florida's fastest growing Technology firm for two consecutive years. Dataforce UK / USA (An Oracle Corp. Business Alliance Member) Dataforce Corporation, a global provider of EBS Oracle Applications consulting services for the implementation and support of enterprise wide solutions including the full suite of Oracle Applications EBS, Oracle CRM & Database Administration. Dataforce was one of a select number of companies within the US to become an Oracle Certified Partner and Reseller

American Recruiters Intl LLC.

1990 – 1994

Principal Recruiter/Manager, ERP Source Division. (Primarily SAP)

Managed a group of five; I was the largest revenue contributor also trained staff and marketed our staffing/consulting services. I consistently made Presidents Club "The American Eagle Award" with quarterly billings of 150k

Project Objectives LLC. 1980-1989

Technical Recruiter/Account Manager

An IBM Business Alliance Partner. Firm was acquired (my first job) Lugano, CH-Switzerland / NY City USA

*I was **engaged as recruitment 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. I recruited and staffed 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 www.fus.edu (Lugano, Switzerland) 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*

Dive Master (both certified from Naui and Padi)

Certified Dive Rescue Professional Padi

"American Eagle Award" Received for recruitment training curriculum courses & year-end sales quotas.

Additional Business experience out-side the Computer Staffing Industry

KrönenGroup; USA/UAE/Africa/India/UK/Switzerland **4/2013 to present**

Director - Our experience is vast, KrönenGroup markets directly to drilling contractors throughout the world supplying them with new manufacturers, or late models licensed Offshore Drilling Platforms, and varied support

vessels and equipment for multi offshore projects from pipeline laying to inspection and maintenance. Our Port Harbor Operations is in Victoria Island Lagos, Nigeria Sales offices in Dubai UAE, London UK, New Delhi India, Houston TX, Seattle WA, and Atlanta GA. We are also a principal % owner of [IGEMSN](#) (Inter Global Energy Marine Services) a new acquisition that we are positioning for "Logistics Deployments" that are double hulled tankers moving product up and down African coastline offloading to ports to be sent upstream to refineries. We have developed a marine management team based in "Olokola" Ondo State of Nigeria and Port-Harcourt River State of Nigeria with 26 staff comprising Engineers, and management professionals with years of experience and know-how for our operations. Our activities centered in customized Offshore Marine Support Solutions to the International oil and gas terminal industries, with a provision delivery based on safe, efficient and professional operations. Our partners include: Chevron, ExxonMobil, Total Oil, Agip, Texaco, Seadrill, Ensco, JandL Oil, Tidewater Corp. and many other exploration/drilling companies. We source, broker for sale or charter: [Jack Up Rigs](#), [Drill Ships](#), [FPSO Dredgers](#), [Semi Submersibles Platform](#), [AHTS](#), [Accommodation Barge](#), [Double Hull Oil and LNG Tankers](#) worth Billions \$. We believe in direct contact and supplying our clients with several options to their needs. As a certified brokerage firm that specializes in procurement and sales we are members and follow standard [BIMCO](#) for **charters** deployed offshore West Africa. My responsibilities include: As principal; I create the business plan, short and long-term objectives, analyze potential gains and mitigate risks, prepare RFP, RFQ bids for large scale multimillion dollar projects IE: \$100 Million to \$300Million. Our audience is offshore drilling platform builders, onshore and offshore FPSO/refineries and a select group of accredited brokers. Our buyers include an elite grouping; United Arab Emirates, Nigeria, Kuwait, Saudi Arabia, Oman and India We are a licensed, accredited firm that lends value add best in class services. For additional information: visit www.KronenGroup.com

Disclosure: We will not sell to any embargoed nations to include Iran, Cuba, and or any other nations on the embargo list. Of the United States of America or its NATO allies. The Kronen Group is a United States corporation that adheres to US laws and is in full compliance with international treaty laws.

KrönenGroup is bonded, certified: [IAMSP](#) [IPAA](#), [IOGP NEBOSH](#), [APAVE](#) / [NNPC Nigeria](#), [ICC](#)

Boat Sales of America Inc. 1991 -1994

Owner- Locations: 3 in USA @ Sunny Islands Beach, Hollywood and Miami Key Biscayne Florida, 2 International: Hamburg, Germany and Samara Russia with 2 dock facilities along the Volga River, RU.

Owned and managed a very successful international Boat Dealership named Boat Sales of America Inc.

This business had its showroom and offices at the Haulover Marine Center 1500 Collins Avenue Miami, Florida. In the first year we sold over 50 boats and by the 3rd year we had 2 franchises globally (Hamburg, Germany and Samara, Russia) and 3 locations in the USA, 2 in Miami and another in Sunny Isles Beach Florida with both sales and rental divisions. We competed in the world offshore Power boat races and came in 3rd place in 1993, which was collaboration with the [Pantera Racing Team](#) and Mercruiser Engineering. We grossed over 4 Million dollars in 1994-5. We also sold heavy industrial earth moving equipment as outlined below: Traveled to Germany and Russia to facilitate business objectives. Once business had matured I sold to my international partners.

[Offshore Power Boat Association Racing](#) [Pantera Racing Team](#) - Pantera racing team, 1993 champions

My firms; Boat Sales of America, Tara Enterprises, along with the Haulover Marina Center sponsored Pantera Racing Team during 1992-1995 I was also the Manager of [Haulover Marine center](#) . We had the privilege in competing in the "Cape Coral 1993 Championships" and proudly led the pack, actual video footage of race.

http://www.oparacing.org/national_winners.html

<https://www.youtube.com/watch?v=ltkuMys-UZI> and https://www.youtube.com/watch?v=FbEDvApTi_w

Tara Enterprises Ltd. Miami FL 1991 – 1994

Owner - Heavy Industrial Equipment Sales Division.

Established business relationships in Russia and was successful in selling Caterpillar and John Deere excavation and Pipe laying equipment used for development of the [Siberian natural gas pipelines](#). I bid for used equipment and was responsible for procuring this equipment for my clients (in Moscow and Samara, Russia) I sold over 2.7 million dollars of said equipment just in 1993 alone. Was also responsible for shipping this equipment and prepared all titles and international tax reporting for export of this equipment. Traveled to Russia on numerous occasions. Responsible for all PL, process and executables.