

Ron Krönen

Ron@RonKronen.com

360 464 5909 Mobile – 360 539 7565 Office

<http://www.linkedin.com/in/krontechnology>



Mr. Krönen possesses over 25 years of “world-class professional services” more specifically Big 8 management consulting /public audit accounting resource recruitment delivery. Although he is functioning in a lead capacity, he is a “hands on” individual contributor with subject matter expertise in the sourcing / recruitment of but not limited to: Information Technology Subject Matter experts, IT Audit, IT Governance, PMO and Human Capital Management resources, predominately within the Professional Advisory Services Industry. Ron exhibits laser focused attention to detail, accuracy and the ability to follow through in a high volume fast-paced oriented professional services environment in both domestic and global markets. Solid experience with candidate/recruitment

software applicant/job tracking management systems which include: JobDiva, ICIMS, RecruitSoft, PPPS, Ceridian Portal, Wipro Synergy, Taleo, Recruitsoft, Act-Goldmine, Kenexa-Brassring-Source1 and Sonic- CATS.

Professional experience:

January 2003- Present [Staff IT Enterprises](#)

HR Sourcing / Recruitment outsourced client delivery division.

CONTRACT SOURCING/TECHNICAL RECRUITING ENGAGEMENTS FOR THESE CLIENTS:

Current engagement: 5/2011 to present

- **Hitachi Consulting** www.HitachiConsulting.com *Sourcing Lead* – Manage a group of “4 sourcers” {by example, 100% hands on} Responsible for: ERP (SAP, Oracle) and MS recruitment for numerous practices at Hitachi. I am responsible for (50+) requirements each month and always meet or exceed my SLA.

Past engagements:

- **Multivista** www.multivista.com *Recruitment* – Sales Executives, Account Management resources
- **Hitachi Data Systems** www.HDS.com on loan from Hitachi Consulting, on need be basis
- **Virtustream Inc.** www.Virtustream.com *Cloud computing firm* – recruitment for IT Auditors, PMO, IT Governance, Business development directors, CFO, Country directors (Mid East)
- **Deckers Outdoor Corp.** www.Deckers.com *Apparel Sports Manufacturer* International Tax Audit system contractor to supply implementation solution – retained and successful implementation!
- **DCM Partners** www.dcm-partners.com *Niche consultancy firm.* Resource Delivery and Recruitment Specialist
- **Objective Paradigm Inc.** www.oprecruiting.com *RPO firm* recruitment for 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,
- **PricewaterhouseCoopers** www.PWC.com (*Recruitment Specialist* - several engagements over the years)
- **Comsys** www.Comsys.com *Federal Practice* SC and TSI cleared resources under contract by our Defense Aerospace Integrators practice.
- **AM General** www.amgeneral.com *Military Division (Humvee)* placed several of my owned consultants for a complex Radio Frequency Console Warehouse solution 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; Mobile Handheld devices and Mobile Customer Relationship Management Human Capital Management for Global Service Management division, assignment consisted of securing resources in USA and in Zurich, Switzerland for a global roll out.
- **Capgemini (Big5)** www.Capgemini.com engagement 2005-07 for FSP (Financial Services Practice) SAP Hosted solutions, for MA. and AZ. data Centers.
- **Open Text Corp** www.Opentext.com *Content Management software* – recruitment of Workflow and Image - Archiving resources.
- **McKesson Corp** www.Mckesson.com *Healthcare Sciences* recruitment of healthcare process implementation analysts, business analysts – focused on Atlanta, GA, San Francisco, CA and in Bloomfield CO. I exceeded my OTE and received recognition for “Top Value” to the firm.
- **Computer Sciences Corporation** www.CSC.com recruitment for Federal A&D Practice
- **IBM** www.IBM.com (Big 5) Talent Lead for GBS (Global Business Services Practice)
- **Deloitte Touché (Big 5)** www.Deloitte.com *Defense and Aerospace practice* recruitment of varied professional advisory service SME's
- **Accenture (Big 5)** www.Accenture.com *Financial Systems Global Practice-* Recruited experienced ERP IT resources, which included Partners, Sr. Managers, many advisory consultants and training managers
- **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 numerous Sr. level resources for (Gas Electric and Energy practice)
- **BearingPoint (Big 5)** www.Bearingpoint.com Talent Acquisition Lead, I supported the Health Care Sciences Practice.
- **RedSalsa Technologies Inc.** www.Redsalsa.com Talent Acquisition Lead providing mission critical support for Oil/Gas Upstream Downstream and VAT Oil solutions specialist for client (CITGO) Houston

- **Siemens AG International** www.Siemens.com **IT Professional Solutions Division** (Core Manufacturing Business Consulting Practice)
- **Lawson Software (ERP Software)** www.Lawson.com **SPECIAL STAFFING ASSIGNMENT THIS WAS A (90 DAY MATERNITY RELIEF PROJECT)** I recruited Lawson Financials, Manufacturing (M3) Lawson Software Sales Managers. I exceeded my SLA and filled 12 hires in 90 days.

Full time Positions

2002- to 2003 **E-Tech Solutions Corp.**

Partner/Principal Recruiter (ASICS/ Silicon Chip Engineering) I started this executive search/consulting firm. Company is still in business and doing well www.eteknsolutions.net an affiliation to StaffIT Enterprises. Focus is on ASIC/ FPGA Verilog and all the tools required for the Design, Emulation, and Verification of Silicon Chip Development. Clients included www.Leanfrog.com , www.Intel.com , www.Nvidia.com ,

1996- 2001 **ERP SourceGroup Inc.**

Director of Recruitment

We specialized in ERP Implementation. 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 Miami, Florida; Raleigh, North Carolina and Atlanta, Georgia. We had over 25 full time employees, as well as many per diem IT Consultants.

1994-1996 **Dataforce London, UK-** Latin American Practice (An Oracle Corp. Business Alliance Member)

Recruitment and Sales

Director of Recruiting and 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, I sold to PRC. 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.

1990 – 1994 **American Recruiters Intl LLC.**

Principal Recruiter/Manager

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 (enterprise resource planning) technology and legacy systems

1980 – 1989 **Project Objectives LLC** (an IBM Business Alliance Partner)

1980-1983 Account Executive 1983- 1989 *Vice President*: Promoted to Vice President in 1983 and 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.

For banking currency trading and portfolio fund management. We were engaged as business partner to the 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. 1980-1983 Sr. *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.

Education:

Franklin University Switzerland 1980 www.fc.edu (Lugano, Switzerland)

Majored in International Economics / Human Resources

Languages: Fluent in English, Italian, and Hebrew; conversant in Hungarian, German and Russian.

Accreditations:

Certified Sales Professional, Dale Carnegie Institute

Certified Professional Public Speaker, Dale Carnegie Institute

Certified Personnel Consultant (CPC)

Awards/Certifications received:

“American Eagle Award” I have received over 20 awards, for recruitment training curriculum courses and year-end sales during my career.

Pilot certification in process (Fixed Wing Cessna 172)

SCUBA Certifications

- Certified Dive Master - Certified PADI Dive Rescue Professional
- Additional **8 certifications** in Scuba Diving (both PADI and NAUI)
- CPR Certified
- Side note: I am a US Citizen but come from a Swiss/German family and have lived in numerous countries in Europe- I was raised in NY City, and educated abroad in Lugano, Switzerland