

Ron Krönen

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World-class professional services oriented SAP Client Services / Resource Delivery Director / Functional Sr. SAP Technical Recruiter, 100% hands on and individual contributor with subject matter expertise in the recruitment of Information Technology talent with emphasis in Advisory Professional Services Talent Acquisition. Having excellent oral and written communication, interpersonal and organizational skills, with focused attention to detail, accuracy and the ability to follow through in a high volume fast-paced oriented professional services environment. Ron has 22 + years of enterprise wide IT recruitment 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 [Defense Aerospace Integrators LLC. www.daintegrators.com](http://www.daintegrators.com) (A [Staff IT Enterprises](#) Company)
SAP Centric Management Consulting firm

SAP Client Services /Resource Delivery Director - SAP Talent Acquisition

SAP CONTRACT-RECRUITING ENGAGEMENTS FOR THESE CLIENTS:

- **Hitachi Consulting www.hitachiconsulting.com Lead SAP & Oracle Recruitment Specialist** 5/2011 to present
My role is to source and manage SAP and Oracle Talent Delivery for numerous practices including: Aerospace and Defense, Chemical and Petrochemical, CPG, discrete and repetitive Manufacturing, Health Care Sciences, Retail, Utilities, managed care service group. I have consistently met my delivery quota of 10 + submittals a week resulting in 3 hires a month.
- **Virtustream Inc. www.Virtustream.com A Cloud / Virtualization services company.**
I am the primary SAP Client Services / Resource Delivery and Recruitment Specialist for this [SAP Cloud / Virtualization Professional Services start up](#). My focus is on SAP Sales Solutions Executives, New Business Development Managers and all SAP Technical implementation / technical development resources IE: SAP Cloud, Virtualization and Storage resources, SAP Basis Netweaver Admins, SAP FI CO / SD / CRM / BI / Business Object and numerous other SAP Modules including technical ABAP developers as well as SaaS, VMware system engineers. Responsible for recruitment of for both the US and UK EMEA practices.
- **Objective Paradigm Inc. www.oprecruiting.com Lead SAP Recruitment**
I was responsible to source , interview, submit SAP candidates for their client 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, SAP BI, SAP Basis Administrators, FI CO functional consultants, Content Document (Open Text) Server and Storage technologists, Database Administrators, Application developers, CRM SD Logistics Plan to Make, Warehouse & Logistics manager and other open requirements as they came available.
- **PricewaterhouseCoopers www.PWC.com Lead SAP Recruitment Specialist** (short term 3 month project)
- **Comsys www.Comsys.com Federal Practice** “SAP Practice” SC and TSI cleared resources under contract by our Defense Aerospace Integrators practice.
- **AM General www.amgeneral.com Military Division (Humvee)** I have several consultants on billing for a complex SAP Radio Frequency Console, Basis Admin support and ABAP development implementation team to implement SAP RF CRM Mobile solutions 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; SAP CRM 2007 Mobile SM - Global Service Management and Global SAP HCM project- this assignment consisted of securing resources in USA and in Zurich, Switzerland for a global roll out with 2 separate instances of SAP on both continents.
- **Capgemini (Big5) www.Capgemini.com** (contract recruiting engagement) 2005-2007 - I was selected to support a major initiative, the **Textron Defense Systems** account and other “*high priority mission critical accounts*”. I was the Sr. SAP Recruiter (SAP Hosting Services FSBU) responsible for all “New SAP Dimension Technology” recruiting Netweaver, XI, XMii, Portals, SAP Basis Administrators / Security and all SAP related middleware.
- **Open Text Corp www.Opentext.com Content Management software** - I placed (10) SAP Workflow and Image - Archiving resources. (contingent placement)
- **McKesson Corp www.Mckesson.com Healthcare Sciences** SAP implementation analyst and SAP Business Analysts in 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** (contingent placement) SAP consultants for the Federal A&D Practice
- **IBM www.IBM.com (Big 5)** (SAP/ERP Global Practice) (contingent placement)

- **Deloitte Touché (Big 5) www.Deloitte.com Defense and Aerospace practice (big5) (SAP Global Practice) (contract engagement) a variety of IS SAP Solutions SME's**
- **Accenture (Big 5) www.Accenture.com (big5) (SAP Global Practice) I placed over 25 SAP resources...which included Partners, Sr. Managers, many Sr. SAP consultants and a SAP Training Manager**
- **EntryPoint Consulting 2 year contract a variety of IS SAP Solutions SME's**
- **Wipro Technology www.Wipro.com (India's Top Systems Integrator) I placed Sr. Managers SAP IS U CCS, SAP Program Managers and SAP Solutions Architects ect.**
- **BearingPoint (Big 5) www.Bearingpoint.com SAP Talent Acquisition, I supported the Health Care Sciences Practice.**
- **RedSalsa Technologies Inc. www.Redsalsa.com SAP Recruiter providing mission critical recruiting for SAP IS Gas Upstream Downstream and VAT Oil solutions specialist for client (CITGO) Houston**
- **Siemens International www.Siemens.com IT Service Division (SAP Core Manufacturing Business Consulting Practice-I placed SAP Pre-Sales, Business Development managers and numerous Implementation Sr. Consultants / Project Leads .**

LAWSON SOFTWARE - SPECIAL STAFFING ASSIGNMENT

- **Lawson Software (ERP Software) www.Lawson.com I recruited Lawson Financials, Manufacturing (M3) Lawson Software Sales Managers. I exceeded my OTE with (12 closed placements in 90 days)**

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. I was the primary force in generating revenue and acted as the principal recruiter/ marketing executive. In our first quarter of 2002, (the Miami office) I billed over 250K. We specialize in securing high level Chip Hardware Design Engineers for Silicon Valley development labs. Focus is on ASIC/ FPGA Verilog and all the tools required for the Design, Emulation, and Verification of Silicon Chip Development. Clients included www.Leapfrog.com , www.Intel.com , www.Nvidia.com ,

1996- 2001 ERP SourceGroup Inc.

Principal SAP Recruiter

We specialized in ERP Implementation technology 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. A results driven professional I secured over \$109K in sales (placement fees) for December 2000 all at one client, Evoke Software Corp of San Jose, Ca. www.Evokesoft.com . Managed the Recruitment, Selection Processes, Training Curriculum, and Training Workshops for this international multi-office search firm. 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 consultants.

1994-1996 Dataforce, UK (An Oracle Corp. Business Alliance Member)

Director of Recruiting and Training/ ERP Global Practice

Director of Recruiting/Training, I 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 of the ERP Source Division. (Primarily SAP)

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 ERP (enterprise resource planning) technology and legacy systems conversions utilizing SAP, Oracle, Peoplesoft JD Edwards, and Baan. I consistently made Presidents Club- “The American Eagle Award” with quarterly billings of 150k

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

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.

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 with in the IBM product line.

As Vice President, I restructured the business into 5 IBM Application sectors:

1) IBM's 370 30xx 390 running under DOS, MVS, MVSXA applications:

This specialized division supported all industries including, Banking, Finance, Government sector, Manufacturing, Medical, Human Resources. Retail, Space / Avionics, Military applications.

2) IBM Systems Programming and Software Development:

This division specialized in supporting system internals and software development partners, we partnered with Computer Associates, Candle Corp, Platinum Technology, BMC, Syncsort, Sybase, ect.

3) IBM Voice and Satellite Communications: We assisted in building and staffing highly technical satellite communications resources for both voice and data stream development.

4) IBM Mini and Micro systems integration IBM System 36, 38, AS400

Assisting medium size companies to implement complete turnkey data processing sites.

5) IBM Artificial Intelligence Historical Trading Systems:

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.

Education:

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

Majored in International Economics / Human Resources

Languages: English, Italian, 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) 1985 NY City

Awards/Certifications received:

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

Dive Master (both certified from Nauti and Padi)

Certified Dive Rescue Professional and hold additional 8 certifications in Scuba Diving

CPR Certified

USA Certified Water Ski instructor

Side note: I am a US Citizen (American Born) but come from a Swiss/German family and have lived in numerous countries in Europe- I was raised in NY City, and educated abroad.

ADDITIONAL BUSINESS EXPERIENCE OUT-SIDE THE COMPUTER STAFFING INDUSTRY

Boat Sales of America Inc. Miami FL

Owned and managed during weekends and many evenings (over 35 hrs a week) a very successful international Boat Dealership from 1992 thru 1995. 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 Mercurier 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.

Tara Enterprises Ltd. Miami FL

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 in 1995. 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.