

## Ron Krönen

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### **Summary:**

Professional services recruitment lead, a hands on individual contributor with 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. Over 20 years of High Tech Recruiting with emphasis on new emerging technologies; of late IoT/Digitalization for domestic and global (EMEA) markets. Proficient in numerous ATS systems: Taleo, iCIMS and many others.

### **Professional experience:**

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

#### **Sr. Technical Recruiter:**

**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 **HCC, HAL, Hitachi Europe (SIB), HSA, and Hitachi Data Systems (Vantara) as per below....**

#### **Current Hitachi Recruitment Initiatives:**

[Hitachi Ltd](#) – Hitachi Social Innovation Business Division

**August 2017 to Present**

**Lead Consulting Recruiter, EMEA-CIS (individual contributor)**

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.

[Hitachi Consulting Corp.](#)

**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, Nortonworks, Cloudera, IoT/Digitalization, and multiple cloud platforms. (I will recruit resources on any technology platform as needed)

#### **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 critical IOT project with HDS, this was a new start up 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 Technical 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
- [Capgemini](#) (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.
- [Siemens International](#) Technical Recruiter, SBA (Consulting Practice)
- [Lawson Software](#) Technical Recruiter, ([ERP Software](#)) acquired by Infor Software

**ERP SourceGroup Inc. 1996- 2003**

**ERP SourceGroup Inc. starts up → E-Tech Solutions Corp.** 2002- to 2003

*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.** 1996- 2001

*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.* I was the 7th person hired in its infancy; and assisted in growing the company to over 200 system integration consultants. Dataforce was recognized by *500 Inc. magazine* as South Florida's fastest growing Technology firm in 2000 with offices in Miami and London.

**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

**Prior I was with Project Objectives LLC.** An IBM Business Alliance Partner. (my first job) Switzerland and New York, 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 (certified from Naui and Padi) Certified Dive Rescue Professional

Side note: I am a US Citizen (American Born) come from a European Swiss/German descent.