

Transformational Technology Leader

Business Strategy | Risk Management | Compliance | Cybersecurity | M&A

Trusted and respected leader with expertise leading technology, strategy, and operations to drive notable business growth. Skilled in building enterprise infrastructure, propelling technology innovation to support business transformation and expansion. Cultivate long-lasting, trusted relationships with vendors, customers, and internal teams.

Key Examples of Success

- **Business Transformation** – Played critical role in business transformation, change and lifecycle management, brand development, fiscal and operational decisions during significant company expansion from six offices in 2012 to 18 offices in 2018.
- **Compliance** – Designed and established compliance program for \$350M construction, engineering, project management, consulting, job site traffic safety, real estate, equipment rentals, and fleet management operation.
- **Application Development** – Created and optimized applications for construction management system in the areas of risk management, fleet management, inventory management, equipment, vehicle and crew tracking as well as time sheet and billing.
- **Mergers & Acquisitions (M&A)** – Led integration, system migrations, and infrastructure optimization for seven acquisitions as key member of merger and acquisition team.
- **Risk Management** – Expanded Safety and Training team and programs to reduce the OSHA Experience Modification Rate (EMR) to a historic low of .358 in collaboration with EMT, which significantly reduced workers compensation rates by \$700K.
- **Training Program Development** – Launched Union Apprentice program registered with the US Department of Labor with 19 apprentices in the program in first year. Directed and provided audit and compliance program recommendations to ensure regulatory compliance.

Professional Strengths

- Business Transformation
- Revenue Generation
- Cloud Optimization
- Data Backup & Recovery
- Firewall Administration
- Disaster Recovery Solutions
- Risk Assessment
- Cybersecurity
- Business Continuity
- Network Performance
- Facility Security
- Network Design
- Social Engineering Security
- Fleet Management

Professional Experience

Oakhurst Business Services, Ocean, NJ

2019–Present

Principal Consultant

Provide business consulting to small-to-medium sized businesses in the areas of Managed IT Services, Business Continuity, Mobility, Networking Services, Disaster Recovery, and Cloud Transition Optimization. Coach businesses on strategies for business growth, technology, security, facilities management, and fleet management.

Kiely Family of Companies, Tinton Falls, NJ

1985–2018

Chief Compliance Officer – Kiely Business Services (2018–2018)

Promoted to Chief Compliance Officer in response to company growth. Created effective growth strategy in collaboration with the Executive Management Team (EMT) to propel business from standalone construction company to multi-faceted business conglomerate of multiple business units organically and through acquisition.

- Successfully oversaw union contract negotiations, contract changes, and amendments.
- Directed facilities management and security. Created facility and site security policies and procedures.
- Led fleet management, created vehicle and equipment specifications, negotiated national fleet rate purchasing agreements, and developed procedures for specifying, pricing, operations, and disposal.
- Completed DOT compliance audit in collaboration with vendor, reviewing recommendations and facilitated changes to achieve compliance.
- Designed compliance strategies, policies, and procedures to meet federal, state, and local regulatory requirements and governance. Created internal compliance management system.
- Led comprehensive review of business units, companies, departments, programs, policies, and vendors for regulatory, environmental, audit, and Sarbanes-Oxley compliance issues.
- Oversaw risk management, managing claims, lawsuits across all business units, working closely with insurance companies and attorneys in reducing and limiting exposure.
- Designed IT security plan and training to combat phishing and social engineering scams across business units.

Professional Experience

Chief Information Officer | Chief Technology Officer – J. F. Kiely Group (2007–2018)

Promoted to Chief Information Officer. Led information technology vision, strategy, and operations; built infrastructure and oversaw cybersecurity and risk management, driving business growth as revenue increased to \$350M+.

- Developed and administered IT functions for seven business units, including construction, engineering, project management, consulting, job site traffic safety, real estate, equipment rentals, materials, and fleet management.
- Managed multi-million-dollar annual technology budget, negotiated vendor contracts for equipment and consulting services as well as various service and maintenance contracts.
- Developed innovative enterprise construction management system, leveraging data analytics and business intelligence to predict patterns and implement cost management.
- Designed and optimized networks, systems, cloud storage, disaster recovery, and built security across 18 locations.
- Engineered and piloted help desk system across all business units, provided change management controls, incident reporting, problem management, auditing, internal controls, and security.
- Leveraged applications to create multi-functional solutions, for example, expanded existing help desk application for use in facilities management.
- Designed GPS tracking system mobile application for traffic control management to track crews on job sites, gaining cost savings of 75% in first year.
- Grew, managed, coached and mentored dedicated IT staff. Contracted with external consulting staff to optimize growth and workload.

Pivotal Success

Spearheaded and led technology upgrades and initiatives across the business units, including financial systems, security systems, camera systems, and unified communications.

Executive Management Team Member – J. F. Kiely Group (2007–2018)

Selected as a member of the first-ever Executive Management Team (EMT) and re-engineered strategic plan prior to the recession to optimize company operations, growing revenue by 10%+ year-over-year.

- Visualized spending patterns and achieved extensive cost savings after conducting comprehensive review of expenses. Implemented managed healthcare policy, cut liability expenditures by \$200K by implementing captive insurance plan, and lowered costs by buying a trucking company to internalize transportation costs.
- Led risk management, managed data privacy and handled insurance claims across all business areas in collaboration with insurance companies and attorneys.
- Recognized opportunity to decrease costs by purchasing an existing asphalt company in an equity buyout to run as an independent leg of the business.
- Successfully negotiated union contracts conferring with outside counsel, saving millions of dollars by reducing employee downtime through innovative incentive programs.

Pivotal Success

Created effective growth strategy to propel business from standalone company to a multi-faceted business conglomerate of multiple business units, organically and through acquisition.

Director of IT Operations – J. F. Kiely Construction Co. (1993–2007)

After a market shift, transformed business model to directly manage all aspects of business, expanding customer base and services offered to utilities throughout the State of New Jersey.

- Spearheaded development of technology solutions and infrastructure to support diversification and expansion.
- Designed and built new data systems, security systems, remote office support, and redundancies.
- Negotiated with vendors to implement telecommunications systems driven by Cisco collaboration.
- Created and delivered agile solutions to integrate newly designed IT processes, procedures, and policies to optimize efficiencies, reduce labor costs, and maximize productivity.
- Built robust construction workflow and management system to improve project tracking, billing, and customer communications, which reduced overall bill-to-pay cycle, increasing operating revenue and cashflow.
- Created and oversaw comprehensive workplace drug program to comply with trucking and pipeline regulations.
- Recognized potential income opportunity to sell additional space on radio towers, which generated multi-million-dollar rental income annually.
- Increased volume and complex transactions through implementing Sage 300 (Timberline) accounting system.
- Launched company's first website to increase company recognition and customer trust.
- Oversaw fleet management, including insurance, licensing, and registration, leading to development of first-ever computerized fleet management system.

Professional Experience

Data & Systems Analyst – J. F. Kiely Construction Co. (1985–1993)

Recommended for new role in Data and Systems Analysis to design and implement first computerized accounting systems for company offering a diversified list of services primarily in the utility construction industry.

- Built applications for fleet management, bidding, job costing, and customer management.
- Designed networks, built servers, and managed hardware, software, and telecommunications.
- Managed enterprise and staff IT support.

Early Career Profile

Technology Roles | New Jersey Board of Public Utilities

(Automated scheduling and accounting systems with new technology, built Token Ring networks, and led staff training programs in early years of computing)

Mechanic | Tow Truck Driver | Garden State Parkway Contract Auto Repair
(Towed and repaired fleet and individual vehicles)

Technology Snapshot

Cloud Applications	AWS Azure Google
Servers	Windows Server SQL Server Ubuntu Server Terminal Services
Server Virtualization	VMWare Citrix
Cisco	LAN & Core Switch Administration Wireless Router Unified Communications
Microsoft	Desktop Office 365

Community Leadership & Interests

Volunteer, St. Bernard Project (Superstorm Sandy Relief Project), Sea Bright, NJ
Former Volunteer Firefighter, Borough of Farmingdale, NJ
Crew Chief, NASCAR Modified Race Team – Multiple Track Champion & Race of Champions
CDL License – Class A CDL – Hazmat/Tanker/ Air Brake Endorsements

Professional Organizations

Member, PSG of Mercer County – Community Networking Group
Member, COMP TIA Association of Information Technology Professionals (AITP) – Garden State Chapter

Education

Bachelor of Science – Business Administration | Montclair State University, Upper Montclair, NJ