Guillermo Garces

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**VICE PRESIDENT OF IT APPLICATION DEVELOPMENT**

Partnership, Strategic, Development, Operations, Customer Centric, Quality & Delivery Focused Approach

Strategic and Tactical Leader for Global, Multimillion-Dollar IT Development & Operations.

*Financial Services - Data Driven– Offshoring – Agile- Dynamics CRM, GP, ERP, AML,SalesForce & BI*

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| --- | --- | --- |
| * Business Intelligence | * Development | * Operations |
| * Offshoring & Outsourcing | * Infrastructure Improvement | * Capacity Planning |
| * Business Continuity | * KPI / Metrics Measurement | * Change Management |
| * JSOX,PCAOB,COBIT, SOP& SDLC | * Revenue Growth | * Vendor Management |

**TECHNOLOGY LEADERSHIP RESULTS**

* **99.99% system uptime**, continuous quality and on time development deliveries.
* **Less than 2% staff turnover** (from 20% in other departments) with increases in client satisfaction due to accurately completing business requirement.
* Data Driven Teams**, 100% on time deliveries**, using KPI the teams are focused on delivering, risks and delays are identified immediately and due dates are not compromised.
* **0 high audit** or compliance exceptions discovered by external auditors.
* **0 Customer data breach** since CRM and Financial Systems inception.
* **$2M+ Annual Savings** in unnecessary licensing, inefficient processes, capacity usage and change management.

**PROFESSIONAL HISTORY**

**Aersale, Inc,** Coral Gables, Florida – September 2017 - Present

**VICE PRESIDENT INFORMATION TECHNOLOGY**

The vice president of IT is responsible for planning the information technology future for the organization, as well as for the implementation and maintenance of current systems. He also must ensure maximum uptime and stability in the company’s computer systems and networks. The essence of the role is technology leadership, and the VP of IT must be able to rally the troops around the technology plan and path for the company, especially when new training is needed for upgrades and system changes.

**Aersale, Inc,** Coral Gables, Florida – 2016 – September 2017

**SENIOR DIRECTOR OF IT APPLICATION DEVELOPMENT**

Directs Corporate Development efforts, leads the inter-company & Business Processes automation using technology. Serves as liaison between the business requirements and the technical implementation. Responsible for the data quality, integrity and proper storage. In charge of providing technical solutions to supply & demand processes. Tasked to improve customer satisfaction by increasing processes efficiency.

**TradeStation Techonologies , Inc**, Plantation, Florida – 2014 – 2016

**VICE PRESIDENT OF IT APPLICATION DEVELOPMENT**

Corporate Development, Process Improvement, Cost Control, Quality & On Time Deliveries.

Significant rise in quality and on time deliveries, constantly meeting client requirements within cost

estimates. VP-level authority for strategic engagements, global IT presence and incident management

within multimillion-dollar engagements & client responsibilities.

**VICE PRESIDENT OF IT APPLICATION DEVELOPMENT –** *Continued…*

* Oversee Corporate Application Development Teams & Day to day operations.
* Deployment Administration, availability and issue resolution for over 40 different applications in a 24/7/365 global environment.
* Supervise and guide 6 direct and 50+ indirect reports (25 US, 25 offshore (Costa Rica)).

**ENGINEERING LEADERSHIP**

* Served as technical liaison to upper management in the areas of change management, development initiatives, road blocks and risks.
* Promoted positive employee relations, assisting to **promote 25%+ of staff** to higher level opportunities.

**PROCESS IMPROVEMENT & QUALITY**

* Planned **and executed seamless, cost effective systems migrations** including hardware and software. Maintained 100% adherence to client requirements, managing and properly documenting for auditing purposes.
* **Increased productivity and systems availability** with the adoption of devops model. **Reduced deployment and integration of new products** by adopting the aforementioned model.

**TECHNOLOGY TEAM MANAGEMENT & STAFF LOYALTY**

* **Retained technical talent** despite the lack of training funds, this was done by creating a pleasant but productive environment.

**COST & EFFICIENCY IMPROVEMENT**

* **Reduced costs by $1.0M +** by close expense audit, contract negotiations, rapid and quality on time deliveries, process automations and offshore resource utilization.
* **Increased on time and quality** by using KPI to track project / resource performance.

**REVENUE GENERATION**

* **Reduced $400k+ Volume Licensing cost** by eliminating unnecessary service agreement.

**TradeStation Technologies, Inc**, Plantation, Florida – 2010-2014

**DIRECTOR OF IT APPLICATION DEVELOPMENT**

In this role I was a director working hand in hand with business stake holders in order to deliver

Large-scale product development projects on time and with a high level of quality. I was the team

leader who had the business & technology expertise and that in return maximized productivity.

Hands-on software development experience with DBMS applications. Proven skills in:

|  |  |  |
| --- | --- | --- |
| * Development | * Engineering | * Change Management |
| * Team Leadership | * Project Management | * Vendor Selection |
| * SDLC | * Capacity Management | * Product Life Cycle |

**TECHNOLOGY SUMMARY**

**Languages: C,VB,VBA,HTML5, CSS, JAVASCRIPT, C# , .NET, PL/SQL**

**DBMSs: SQL Server (6.5-2016), Azure Storage,Documentdb, MongoDB, Microsoft APS system**

**(2014) (PDW)**

**Platforms: Windows (2000-2012), Linux**

**Software: Microsoft stack, Microsoft Dynamics package (Dynamics CRM (2011). Dynamics GP**

**(2011)), Visual Studio (2015), TFS, NodeJS**

**EDUCATION**

**COLLEGE DEGREE IN COMPUTER SCIENCE**

**College Saint-Laurent**, Montreal, QC

**Microsoft Certified Professional**

License # MS0610543417

**LANGUAGES**

**English**, **Spanish & French** - Bilingual Proficiency