120 October Lane Phone: (716) 465-4300

Amherst, New York 14228 [dankosowski@gmail.com](mailto:dankosowski@gmail.com)

**CAREER OBJECTIVE**

A challenging position in technology solution development and delivery management that leverages my experiences to meet customer expectation and contribute to employer business growth by exceeding internal revenue goals while achieving strategic objectives.

**QUALIFICATIONS SUMMARY**

Hands-on, Information Technology and Business executive with more than 20 years of experience leading cross functional groups of 15-100 people in software, technology and business consulting with full profit and loss (P&L) and quota responsibilities up to $ 4 million USD. Support a wide range of clients, both domestic and international with major consulting firms and Fortune 100 Corporations.

**CORE COMPETENCIES**

Consulting Leadership - Program/Project Management - Delivery Management - Business Development - Enterprise Needs and Solution Development - Change Management - Risk Management - Enterprise Resource Planning - Systems Integration -Data Conversion/Migration - Quality Engineering - Business Process Reengineering - Supply Chain and Demand Planning - Advanced Planning and Scheduling - Conversion and Transition Planning, International Business Experience.

**PROFESSIONAL EXPERIENCE**

**M&T Bank Corporation, Buffalo, NY (2008 - 2012).**

Senior Project Manager/Management Consultant, Central Technology, Project Management Office

*M&T Bank Corporation had $79 billion in assets as of June, 2011, and is one of the 20 largest commercial bank holding companies in the U.S. M&T Bank has over 780 branches & 2,000 ATM's and more than 13,000 employees across Delaware, Maryland, New York, Pennsylvania, Virginia, West Virginia, New Jersey and Washington, D.C.*

Responsible for management, planning, tracking, communication of status, documentation, test results and the implementation of technical aspects of business projects or technology driven projects. Facilitates activities for enterprise projects and oversees the work of other Project Managers. Responsible for directing complex, high risk, large scope or enterprise programs and projects. Concurrently manage multiple business critical initiatives.

* Successfully managed implementation of 13 projects within past 44 months having combined budgets exceeding $14.5 million with on-time delivery, exceeding client expectation while saving more than $570,000 against approved, fully funded plans. Manage off-shore development teams as well as regional vendors.
* Serve as Management Consultant, backfilling for product group system managers during extended, unplanned absences.
* Create and improve implementation methodologies and governance controls to facilitate on time delivery, monitor success and provide standardized communication across the enterprise.

**United Nations Federal Credit Union, New York, N.Y. (2004 - 2008)**

Program Director/Management Consultant – Enterprise Reengineering

*UNFCU is a cooperative financial institution with more than US $2.0 billion in assets, which has served the financial needs of the United Nations community since 1947. UNFCU offers a wide array of products and services to its members who currently number more than 65,000 in 210 countries and territories around the world.*

Strategic decision to reengineer core business systems in order to position the business to expand service offerings into foreign currency markets necessitates the adaptation of proven large-scale systems implementation methodologies and supporting tools in order to minimize risk.

* Program Manager of the UNFCU PMO responsible for the development and internalization of repeatable, comprehensive methodologies, processes and deployment of supporting tools that UNFCU utilized during Temenos T24 implementation and that UNFCU project teams will utilize on an on-going basis to implement technology solutions or business process changes.
* Project Manager for core systems reengineering of Retail Operations, Loan Origination/Loan Servicing Systems, Teller Platform, EFT/Wires and Accounting utilizing Temenos T24 as the new core banking system.
* Responsible for establishing and institutionalizing the organizations’ Project Management Office (PMO).

**Adexa, Inc., Los Angeles, California (2000-2004)**

**Director, Professional Services**

*Adexa is a leading supply chain software company serving global 1000 customers and government.*

Responsibilities included autonomous management of multiple concurrent full life cycle solution implementations, resource management, client and partner relationship management. Build and maintain relationships with client particularly at the senior and executive level. Directs, establishes, maintains and plans policies and goals for the Professional Services division. Enterprise needs assessments to include solution proposal and development. Heavy involvement in business development and sales support. Manage client expectation and partner relations. Manage solution delivery teams from Accenture, IBM GS and A.T. Kearney. Sourcing responsibilities for all project requirements. Mentor and provide strong leadership to professional services staff in order to build strong and independently functional consulting teams and develop future leaders.

* Managed multiple concurrent implementations with gross annual service revenue in excess of $ 4.2 M.
* Successfully managed Adexa’s largest and most complex account with global implementation sites.
* Improved customer satisfaction to 97% with no requests for refunds.
* Consistent identification and development of new opportunities to increase revenue.
* Managed Sales Engineering Teams during Pre-Sales Cycle.

**Renaissance Worldwide Incorporated, Independence, Ohio (1999-2000)**

**Manager, Service Delivery**

*Renaissance ITCS is a $500 Million division of Renaissance Worldwide, a global business and technology consulting firm specializing in Business Strategy, Enterprise Solutions and IT Consulting Services. (Since Acquired by Aquent, Inc.)*

Responsible for $ 8+ million territory driving business development, sales, project/account management, and customer satisfaction for clients in manufacturing, consumer products, retail, financial services, insurance and health care offering Renaissance Worldwide Information Technology Solutions and services.

* Developed the strategy and defined the Solution Delivery practice with full P&L responsibilities.
* Created and Managed the Solution Delivery teams, at peak, staff consisted of 97 technical, professional and administrative resources.
* Responsible for pre-sales strategy, staff, processes and budget justification.
* Serve as Project Manager for major PeopleSoft implementations in the Cleveland, Ohio area, resulting from Renaissance Worldwide acquisition of “The Hunter Group”, a certified PeopleSoft implementation partner.

**Computer Horizons Corporation , Solutions Division -  Independence, Ohio (1997 – 1999)**

**Solution Delivery Manager, ERP Solutions**

* Manage Full life cycle solution implementations for a diverse client base from initial discovery and planning through project closure and production turnover, primary interface with Client organization and user groups.
* Project Manager responsible for implementation of SAP R/3 FI and CO modules developing proof of concept for LTV Steel Corp’s Hot Rolled Plate and Cold Rolled Sheet Divisions.

**Frontier Information Technologies, Inc. Rochester,N.Y.  (1994‑1997)**

**Financial Control Systems Project Manager/Business Analyst**

* Responsible for the reengineering of corporate financial systems to consolidate and integrate more than 40 separate and distinct financial systems as a result of acquisitions in preparation of and during the telecommunications industry deregulation phase.
* ERP Business Analyst responsible for driving and validating requirements from various user groups and converting to technical specifications during the mainframe migration of MSA and Dunn & Bradstreet Financial Systems to distributive desktop environment and tools using PeopleSoft financials suite.

**Automated Business Systems, Ltd., Buffalo, New York and St. Petersburg, Florida. (1986‑1994)**

V.P., Professional Services

* Certified Public Accounting firms located in St. Petersburg, FL. and Buffalo, N.Y. Set the overall direction, strategy and vision for the emerging practices. Manage multiple project teams in the delivery of technology and business solutions to a diverse client base. Serve as executive contact for clients. Understand strategic and tactical needs of clients and develop proposals to address these needs.
* Successfully managed the reengineering of CitiCorp Global Services, Money Order Processing System, in order to package for sale to external concern.

**Bethlehem Steel Corp – Buffalo, NY and Johnstown, PA.  (1973 – 1986)**

Various Exempt Management Positions – Manufacturing and Cost Accounting Systems

* ERP Business Analyst, defining the areas and boundaries of management responsibility, creating workflow documentation for more than 400 cost centers at this fully integrated steel production and finishing facility.
* Project Manager for cost accounting systems reengineering from fully absorbed to standard product costing.
* Managed computer resources and personnel necessary to insure the systematic and timely processing of accounting business data for the monthly calculation of P & L. Reshaped the departments data handling and computer operating procedures.
* Conducted in‑depth analysis of diverse operational and business processes in order to justify capital appropriations for modernization, and conduct post completion reviews.

**Educational and Training**

Miller Heiman - Strategic Selling.

- LAMP (Large Account Management Process).

Total Quality Management - Six Sigma Quality Engineering.

Microsoft Management Solutions: Microsoft Approved Migration Processes.

Microsoft Solution Framework 4.0.

Fred Prior - Project Management for Information Technology Executives.

Keane, Inc. - Frameworks for Software Development (PMP Certification).

Certificates: National Association of Certified Public Accountants:

- Advanced Standard Product Costing for Manufacturing

- Statistical Analysis Techniques for Manufacturing.

State University of NY at Buffalo, BA Accounting.

Empire State Military Academy - Commissioned Army Officer - NYARNG

Programming & Systems Institute, Structured Design & Programming.

**Solution Implementation, Integration and Technology Management:**

* Enterprise Resource Planning: SAP; PeopleSoft; Oracle; QAD.
* Banking/Financial: Globus and T24 Core Banking Product Suite (Temenos); Regulatory FASB 141R and SOP 03-3 Automation (Primatics Financial); Financial Control Systems (TriSyn Group); Paisley/SOX Enterprise Governance and Risk Control Systems; Imagemark APTRA Branch Transaction Manager; ACH PEP+/PEP+ Platinum, International ACH; OFAC Scanning System, Exchange and EDI release upgrades; Commercial and Consumer Loan Origination and Servicing Systems (AFS & Shaw Financial); Enterprise Relationship Management Systems.
* B2B Systems: Ariba 9 (Spend Analysis; Sourcing; Procurement; Supplier and Contract Management)
* B2C: ATM/Dr/Cr Cards; Internet Banking (S1 Corp); E.P. Business Banking; Telephone Banking.
* Customer Relationship Management: IBM Unica Enterprise 8, Siebel, SAP, Oracle.
* Supply Chain & Manufacturing: Adexa, SAP, Oracle, i2, Manuguistics, Flexis, Camstar
* Technology Infrastructure: Oracle; IBM; Microsoft; Solaris; HP-UX; Compaq/DEC; Tandem NSK;

Webmethods; Mercatur; Vitria, BEAS; multiple mainframe environments, considerable custom

development & integration.

* Enterprise Content Management: IBM FileNet P8; MS SharePoint Server 2010.

**Other:**

Excellent health. Willing to travel in the Global marketplace in pursuit of the proper career opportunity.

Additional information and references will be provided at the appropriate time.