

# Julian Olav Barthold

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## Career Experience

### **Oracle Corporation**

#### **License Consultant, License Management Services (LMS): 2016 - Present**

- Developed measurement programs and teams for Oracle Financial Services and Healthcare Global Business Units to address unrealized license compliance risk, generating over \$15M in compliance transactions to date.
- Worked closely with Oracle Global Business Unit Developers, Program Directors, Strategy Leads and Sales Directors to align cloud and on-premise metric definitions with customer facing reports.
- Responsible for largest LMS Application Team compliance transaction in 6 years.
- Engaged LMS Global Systems resources to identify, assess, and propose solutions for LMS IT infrastructure improvements.
- Developed programs to generate customer facing reports from Audit data and distributed across global regions.
- Earned LMS FY'16 North America Applications MVP award.

### **Oracle Corporation**

#### **License Analyst, License Management Services (LMS): 2014 - 2016**

- Audited Oracle JD Edwards, Agile, Siebel, and E-Business Suite deployments across complex organizational structures and IT environments.
- Developed Visual Basic programming skills to create and distribute programs for accurately assessing retro-term licensing requirements.
- Assisted in on-boarding and provided ongoing support to incoming License Consultants.
- Resolved contentious compliance issues by visiting clients on-site to discuss Oracle licensing policy and identify mutually agreeable solutions.
- Earned LMS FY'15 North America Applications Rookie of the Year award.
- Earned the trust of Oracle Sales leaders by treating clients with respect and approaching compliance issues objectively.

### **Lycott Environmental Inc.**

#### **Dive Team Manager, Aquatic Invasive Control: 2007 - 2013**

- Directed team of five Scuba Divers to control the spread of Eurasian Milfoil in Lake George, NY.
- Developed cross-training approach to reduce setup and operating times and implemented across dive teams.
- Developed safety protocol for diving in low visibility environments.
- Conducted interviews of potential Lycott employees.

## Leadership Experience

### **Boston University Outdoors Alumni Network**

#### **President 2013-Present**

- Founded Alumni Network for BU Outing Club to connect outgoing seniors with BU Outing Club Alumni.
- Secured initial funding for development of Alumni Cabin.
- Collaborate with Boston University Alumni office to coordinate events on an on-going basis.

### **Boston University Outing Club**

#### **President 2010 - 2012**

- Organized, lead, and budgeted weekly overnight and day hikes to NH, VT, ME, and NY.
- Implemented committee based structure to improve efficiency.
- Increased membership 30% in two month to 432 active members.
- Completed fundraising objectives to overhaul gear inventory.

## Skills & Interests

### **Programming**

- Python: Data Modeling, Analysis, HTML Scraping.
- Advanced knowledge of MS Office and Visual Basic.
- Working knowledge of SQL, Java & JavaScript.

### **Communications:**

- Negotiation and dispute resolution
- Strong written and verbal communication skills.
- Strong presentation skills.

### **For Fun:**

- Back-Packing & Skiing.
- Scuba Diving along the East Coast, wrangling lobsters.
- Playing guitar (to the annoyance of anyone within earshot ).