

MARTIN G. BUDIANSKY

6 Cusumber Lane

Dorrisville, NJ 07000

(201) 555-8678

**PROFILE**

**Senior Information Systems executive** with significant record of accomplishments and experience in multiple industries, both domestic and international. An unbroken record of increasing responsibilities marked by measurable achievements in support of business growth and profitability objectives. Unique ability to successfully integrate and consolidate business functions into the mainstream organization. A successful leader and motivator of people who possesses the practical judgment to function successfully in centralized and decentralized business cultures. A consistent contributor to the attainment of business goals and maximizing operating efficiencies.

- Consolidated into a single order-processing, customer-service operation 4 distinct businesses totaling \$270 million in sales; this yielded a new annual savings of \$1.4 million and enabled the business units to achieve additional synergies.
- Saved \$1 million annually by relocating an entire data processing organization from New York to New Jersey. Additional savings followed by the relocation of all support operations. This was accomplished without sacrifice to operating efficiency.
- Created and implemented international financial reporting system for 72 worldwide locations. Provided real time delivery of financial data; continuous cash-flow monitoring ongoing assessment of profitability and consolidation of all data generate financial statements.

**CAREER SUMMARY****Senior Vice President, MIS**

HARCOURT &amp; SIMON, INC

1994 – Present

Organize and direct a Management Information System group with a \$16.5 million operation budget; responsible for 135 employees. Establish policies and strategic direction; manage development of application system, operations of the corporate center and all of telecommunications. Responsible for data processing activities at 23 remote locations; consolidated 11 of these into the central location. Personally developed strategic and tactical plans for integration and consolidation of all newly acquired businesses. Consolidated all systems for payroll, general ledger, accounts payable, inventories accounting and accounts receivable into centralized applications. Reduced the number of Central Processing Units at the corporate center from four to one.

**Group Director, MIS**

ESTEE LAUDER INC.

1988 – 1994

Developed MIS strategies and budgets for seven domestic and seven international companies in the Health Care Division, while overseeing the fulfillment of those plans at

29 domestic and international data processing centers. Initiated and developed worldwide financial reporting systems. Represented division on corporate steering committee.

**Director, Information System and Services**      ROHRER INC.      1981 – 1988

Directed all system development, computer operations and telecommunications at the corporate center and three-division data processing center. Promoted to Director in 1980 after managing the activities of a six-day 24-hour computer operation (75-80). Establish procedures for introduction of new application system software. Reorganized departments to improve service and reduce the required number of personnel.

**System Manager/Analyst**      NJ BELL TELEPHONE COMPANY      1967 - 1981

Various inter-departmental assignments with heavy exposure to date process and business system development. Progress from sales trainee to manager, Business Systems.

#### **EDUCATION**

<b>B.S. in Economics</b>	Villanova University	1967
<b>Advanced Studies (Executive Program)</b>	Duke University	1984
	Dartmouth College	1986

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**Senior Information System Executive**

- Manufacturing
- Pharmaceuticals
- Heath Services
- Consumer Goods
- Telecommunications
- Publishing

Key member of management team. Report directly to the COO or CEO. Managed technological needs for companies ranging from \$250 million to over \$1 billion.

**Rapidly Integrate/Consolidate Acquisitions/Businesses**

- Consolidated the technologies and system of **over \$1 billion in acquisitions.**
- Consolidated **4 distinct businesses** totaling **\$270 million** in sales into a single operation.
- Net annual **savings of \$1.4 million**
  - completely integrated within 8 months
- Enabled the business units to achieve significant additional savings
- **Saved \$1 million annually on \$ 5 million** data processing budget
  - With no sacrifice to operation efficiency.
- Developed **composite information base**
- Helped management see company as a logical, manageable organization and find other market opportunities that fit in.
- Company avoided the problem so often associated with multiple acquisitions.
- Created **international financial reporting system** for **73 locations worldwide.**

<ul style="list-style-type: none"> <li>• Real-time delivery of financial Date</li> <li>• Ongoing assessment of profitability</li> </ul>	<ul style="list-style-type: none"> <li>• Continuous cash-flow monitoring</li> <li>• Consolidation of financial statements</li> </ul>
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**Key Member of Senior Management Team**

- Use technology to **support and implement the strategic plans of the company.**
- Developed 3-year strategic plan. Presented to corporate Board of Directors

- Sensitive to profitability and enhancement of investment.

### **Develop System That Support Today's Business Environment**

- Telecommunications network for **32 locations; 1400 terminals** online mainframe.
- Quickly develop/introduce new system: use the latest methodologies and techniques.
- Developed security and contingency back-up plans that **assure continuous operation.**

### **A business manager and key member of the management team.**

**Use technology to achieve the strategic and profit plan of the organization to allow companies to achieve a greater participation in their marketplace**

Strong hands-on, project-oriented business manager, strategic planner and leader.  
Successful in centralized and decentralized development projects.

## **SENIOR VISE PRESIDENT, MIS**

**HAIRCOURT & SIMON INC**

1994 – Present

**Staff of 135.** \$16.5 million operation budget

- As key member of senior management team
- set policies and directions to support and **implement overall strategic goals of company.**
- Personally developed strategic and technical plans for integration and **consolidation of all 39 newly acquired businesses.**
- **Developed methodology to quickly consolidate all companies** for payroll, general ledger, accounts payable, inventory accounting & accounts receivable into centralized applications
- **All went smoothly. No adverse impact** on any of the companies involved.
- **Company saved \$35 million**
- Manage application development, computer operations and all telecommunications.
- Also responsible for data processing at 23 remote locations. Consolidate 11 centrally
- Use the latest system-development methodologies and techniques (Exporting System, CASE technologies, CD-ROMS)
- For **quick development and introduction of new systems.**
- **Help company stay competitive and on top of a dynamically growing organization.**
- Closed 3 data processing centers with no adverse impact
- **Saved company \$1 million annually on \$5 million**
- **Developed management personnel** so they operated effectively and independently.

**Group Director**

**ESTEE LAUER, INC**

1981 – 1994

- Managed MIS plans, budget & activities at **22 domestic and 7 international centers** (230 people)
- **Managed 7 domestic and 7 international companies.**
- Initiated and developed **worldwide financial reporting system.**
- Represented division on corporate steering committee.

**DIRECTOR, INFORMATION SYSTEMS AND SERVICES**

**ROHRER, INC.**

1981 – 1988

Directed all system development, computer operations and telecommunications at the **corporate center and 3 division data processing centers.**

- Established procedures for “problem-free” introduction of new application and system software.
- Improved service and reduced the required number of personnel.

**SYSTEM MANAGER/ANALYST**

**NJ BELL TELEPHONE COMPANY**

1967 – 1981

Regularly promoted. Progressed from sales trainee to Manager, Business System.

**EDUCATION**

B.Sc., Economics, Villanova University, 1967

Executive Program, Duke University, 1984

Executive Program, Dartmouth College, 1986

Before and after set2