

PAUL ROBERTSON II

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BUSINESS ANALYTICS • RISK MANAGEMENT • ORGANIZATIONAL DEVELOPMENT • INFORMATION TECHNOLOGY

PROJECT MANAGEMENT

Consistently meeting each project's objectives and deliver results to each corporate client that include cost savings, change in culture, reengineering of operational systems, organizational development, executive team building, financial analysis, business valuation, merger and acquisition due diligence, business development, investor and stake holder status presentations, implementation of project standards and objectives, resource procurement, vendor management, contract and dispute mitigation, encourage cohesion among senior management, implementation of appropriate supervisory and management skill sets and behavioral change management.

PROFESSIONAL PROFILE

- Efficient, results-driven contributor, manager of staff and consultant who deploys exceptional consulting skills to develop and design organizational initiatives in corporate environments resulting in reductions in operational costs, enhanced managerial effectiveness, optimized employee development, measurable improvements in performance, better service and increased profitability.
- A tremendously skilled Analyst, Consultant and Project Manager who has successfully managed and directed multiple concurrent projects for client corporations in more than 200 industries throughout the continental United States with consulting experience in IT, Operations, Management, Analysis, Marketing Business Development Change Management.

AREAS OF EXPERTISE

1) Business Valuation	16) SAN Project Management	31) JAVA Script
2) Forensic Financial Analysis	17) NIS Project Management	32) SQL
3) Contract Mitigation	18) IS/IT Project Management	33) Primavera
4) Procurement & Purchasing	19) HRIS Project Management	34) Oracle
5) Advance Business Analytics	20) CRM Project Management	35) SAP
6) Human Resource Compliance	21) ERP Project Management	36) PeopleSoft
7) AR Management Compliance	22) CompTIA	37) LAN/ WAN Networking
8) Sarbanes Oxley Compliance	23) Microsoft Certified Pro (MCP)	38) Cisco Network Routers
9) Document Management	24) Desktop Support (MCDST)	39) IP Video Surveillance & Security
10) Process Management	25) Microsoft Server	40) Telecom Dial Tone
11) Manufacturing Management	26) Microsoft Windows XP	41) Nortel Telephony
12) Project Staff Augmentation	27) Microsoft Office	42) Avaya IP Telephony
13) Change Management	28) Microsoft Project	43) Panasonic Telephony
14) Executive Recruiting	29) MOSS/SharePoint	44) Toshiba Telephony
15) Database Management Systems	30) HTML	45) Telecom Software R&D

PROFESSIONAL EXPERIENCE

Engagement Director and Sr. Business Analyst - Legacy Acquisitions & Holdings Group 2/07 - Present

Commercial asset and risk management professional, responsible for Identifying and performing due diligence on possible acquisitions, identifying potential stakeholders and negotiating the terms of their participation in projects, business plan and proposal writing, project team member recruitment, developer relations, vender management and dispute mitigation, performance of technology review and needs assessment; Business Valuation; Forensic Business Analysis; Business Development; Project Management; Operational Development; Management Consulting. Tasked with determining the acceptability and profitability of every project and responsible for the successful outcome of all projects taken on by the company. Manages all contract staff working via satellite and on client premise. Assigns tasks to project personnel. Reports to Managing Partners on day to day operations.

ACCOMPLISHMENTS:

- Structured the funding module for Multi-unit apartment community rehabilitations.
- Developed tools/controls to ensure projects are successfully completed on time and within budget.
- Frequently turned Break-Even and Under Budgeted projects into profitable ventures.
- Improved management procedures of integration and application development projects.
- Design and implement tools addressing needs in various aspects of projects.

Managing Director - Global Business Solutions, Inc

1/00 - 12/06

Business Analyst and Management Consultant responsibilities include Business Valuation; Business Analysis; Business Development; Data Base Analysis; IT Project Management; Construction Project Management; Operations Project Management; Change Management Consulting; Forensic Business Analysis; Sales & Marketing Training, Managing major conversion projects in Software, Operations, Manufacturing and Telecom.(i.e. conversion of Nortel Key Phone System to Avaya IP for government agencies, IP Video Surveillance & Security Systems and equipment, etc.) Provided Cost and Effect Analysis for clients to assess their current telecommunications application to determine possible needs. Managed IP telephony software research and development projects for multiple custom enterprise applications for telephony hardware and software providers.

ACCOMPLISHMENTS:

- Achieved Business Development objective at 125% of \$150 Million annual engagement quota.
- Earned four separate promotions:
 1. Consultant to Executive Analyst
 2. Executive Analyst to Project Manager
 3. Project Manager to Division Manager
 4. Division Manager to Managing Director
- Increased client referrals by 18% over a 3 year period, resulting in 27% gain in new business.
- Restructured billing processes and reduced receivables cycle time by 57%.
- Restructured procurement methodology resulting in a 14% profit gain over 2 years.
- Increased strategic partner alliances by 12%.
- Added 4 additional service offerings resulting in an overall gain of 276 new engagements over a 4 year period.
- Simplified Proposal format resulting in higher brand recognition and uniformity in the firm
- Developed and Presented projects to key clientele for approval to "Go Ahead."
- Established regular team member meetings to assess the progress of multiple projects and ensure successful project conclusions in accordance with client's expectations.
- Initiated quarterly training seminars for employees to improve intellectual properties and morale.
- Member of National Association of Certified Valuation Analysts (NACVA)
- P&L responsibility with budgets in excess of \$50,000,000 US.

Major Accounts Manager - Milliken & Michaels, Inc

1/97 - 12/99

Sales of commercial account receivables management and collection services to corporate clients

ACCOMPLISHMENTS:

- Achieved 143% of \$4.5 Million annual "New Business" quota.(\$375k monthly)
- Consistently remained in Top 5% of all producers ("Presidents Club")
- Trained new hires in proper activity regimen and closing techniques
- Promoted to National Acquisitions Department (Major Account Focus)
- Experienced in lengthy and short project cycles.
- P&L responsibility for multi-million dollar budgets with client companies ranging in size from Small and Mid-Size Businesses to Fortune companies.
- Member: National Association of Certified Valuation Analysts (NACVA)

President – Sports SpecialTEES, Inc

10/85 - 9/96

Owner and Operator, responsible for the specialty screen printing and plate press printing process of various materials from T-shirts to signs and other paper products. Sales and marketing of materials and ideas to client corporations located throughout the world. Artistic Graphic Design, sales and scheduling of printing orders according to customer requirements and overseeing proper delivery in a timely manner.

ACCOMPLISHMENTS:

- Began as an apprentice cleaning presses and materials while learning the trade
- Promoted to pressman in less than 2 years
- Promoted to shop manager and salesperson in less than 4 years
- Purchased business from previous owner and assumed ownership responsibilities

EDUCATIONAL BACKGROUND

Masters: Project Management - VILLANOVA UNIVERSITY, Villanova, PA

Masters: Business Administration (MBA) - TULANE UNIVERSITY, New Orleans, LA

Bachelors: Business Administration - UNIVERSITY OF PHOENIX, Metairie, LA

Associates: Information Systems - ITT TECHNICAL INSTITUTE, Saint Rose, LA

Certified Valuation Analyst & Forensic Financial Analyst - NACVA (National Association of Certified Valuators and Analysts)

PMP Certification - PMI (Project Management Institute)