

JUAN I. NEGRIN, M.A., PMP

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SUMMARY OF QUALIFICATIONS

Established Information Technology Executive with demonstrated experience in Image and Process Management, Business Intelligence, Strategic Planning, Cloud Computing, Relationship Management, Operations Management and Project Management (PMI certified). Collaborative Professional who invokes a sense of trust with clients, employees, managers, and external partners. Facilitative leader with a talent for identifying and eliciting expertise from stakeholders and staff. Creative problem-solver. Fluent in English, Spanish, and French.

SELECTED ACHIEVEMENTS

- Designed new IT organizational structure, processes and systems: developed a team recognized for its approach and quality results; implemented best-practice SDLC, change management, and infrastructure lifecycle processes; and introduced cloud-based and interoperable open source solutions.
- Directed the development of FISMA and 508-compliant web-based IT solutions promoting the delivery of health care, in particular to under-served communities, for government agencies and pharmaceutical clients, including most operating divisions of the Department of Health and Human Services.
- Implemented large-scale programs and projects such as Image and Process Management, Web Content Management, Web Sites and Portals, Data Integration, Mobile Payments, Enterprise Resource Planning.
- Key Strategic Partner supporting initiatives for organizational growth from \$1.5 billion to \$6 billion.

KEY ABILITIES

- Relationship Building
- Strategic Planning
- Team Leadership
- Facilitative Leadership
- Employee Development
- Image and Content Management
- Project and Program Management
- Cost and Vendor Management
- ERP and Interoperability
- Business Intelligence

PROFESSIONAL EXPERIENCE

SEAMON CORPORATION, Greenbelt, Maryland 2010 – Present
IT Solutions, Event and Program Management, Strategic Communications and Marketing.

Senior Director of IT

- Established lifecycle, SDLC, change management and other best-practice IT processes.
- Developed a top-performing team of highly skilled and customer-oriented professionals.
- Implemented the Drupal open source content management framework, including Linux instances running on Amazon's Elastic Cloud Computing platform, providing the framework for highly scalable sites.
- Developed web-based IT solutions promoting the delivery of health care, in particular to under-served communities. Clients include the Food and Drug Administration, the National Institutes of Health, the National Cancer Institute, and the Health Resources and Services Administration.
- Led the development and maintenance of all internal IT systems, such as the company's proprietary event management system and directed corporate network, telecommunications and IT infrastructure support.
- Wrote the technical understanding sections for the CIO-SP3 government wide acquisition contract proposal.

JUAN NEGRIN, Sole Proprietorship, Baltimore, Maryland 2010
Information Technology Management Consultant

- Conducted an IT staff assessment for B L Seamon Corporation to align resources with strategic objectives.

PROVIDENT BANK, Baltimore, Maryland

A \$6 billion regional bank, with 150 branches located in Maryland, DC and Virginia, and about 1,800 employees.

Vice President Client Support Services, IT

2006 - 2009

Enterprise-wide delivery and support of IT solutions, project management and vendor relationships. Managed a \$1MM budget for three departments and 21 employees.

- Directed the implementation of over 40 projects, including document imaging and process management solutions. Typically resulting in a 60% decrease in turnaround timeframes and \$500,000 annual savings.
- Strategically planned and implemented an e-Banking portal resulting in a 40% increase in online applications.

- Integrally supported 150+ business process reengineering initiatives resulting in \$17MM annual savings.
- Developed a web-based OLAP application to enable efficient and accurate financial reporting of sales data.
- Designed and implemented a Business Intelligence Architecture to enhance access to actionable information, and eliminate manual reporting, by leveraging a multi-dimensional corporate data warehouse.
- Re-negotiated IT contracts resulting in improved service levels and \$2MM savings annually.

Program Manager, IT

2004 - 2006

Managed the development and support of consumer and small business applications. Acted as the liaison between IT and the business units and managed their major IT vendor relationships.

- Innovative automation resulted in over \$500,000 annual savings and reduced turnaround timeframes by 66%.

Strategic Project Manager

2001 - 2003

Managed special projects, researched strategic initiatives and facilitated decision-making and problem-solving work-sessions enterprise wide.

- Re-engineered electronic payment processes to absorb a 120% increase in volume, delivering better service with improved risk management.
- Extensive research and negotiations with clearing houses, and the Fed, resulted in improved workflows, and additional revenue and savings totaling close to \$400,000 annually.

Post Baccalaureate Certificate in Fine Arts, Maryland Institute College of Art

2000 - 2001

Consultant to Provident Bank while studying fine arts and digital imaging.

Mortgage Systems Administrator

1995 – 1999

- Managed two System Administrators and performed wide area network administration across several states.
- Programmed new functionality resulting in improved turnaround times and reduced error rates.

TECHNICAL ENVIRONMENTS

- Web Content Management Systems (Drupal, Site Executive, Crown Peak).
- Image management and electronic workflows (Oracle I/PM and Kofax Ascent Capture, IBM, JIRA).
- Data integration and reporting (SQL Server, SSIS and SSAS, Crystal Enterprise/Business Objects, Microsoft Reporting Services, Embarcadero).
- Microsoft Office including Access, Visio and Project, and personal user of Mac systems.
- Windows and Ubuntu Linux, HTML, XML, CSS, Java, PHP, .Net, Coldfusion, Flash, Photoshop.

EDUCATION

MA Applied History Carnegie Mellon University
Full tuition fellowship. 3.75 GPA. Created a Visual Basic program to teach computer-based History.

BA History Cornell University
Courses in Geology, Astronomy, Statistics, Advanced Calculus, and Computer Science: PL/C and COBOL.

French Baccalauréat Mathematics and Natural Sciences Lycée Audiberti, Antibes, France
Mention "Très Bien" (Summa Cum Laude).

CONTINUING EDUCATION/PROFESSIONAL DEVELOPMENT

- Healthcare Information and Management Systems Society (HIMSS) member.
- PMI Certified Project Management Professional (number 1306957).
- The Graduate School of Retail Bank Management, University Of Virginia (a 3-year program).
- Post Baccalaureate Certificate in Fine Arts, Maryland Institute College of Art.
- Total Quality Management Certification by the Business School of the University of Maryland.

LANGUAGES/OTHER

- Fluent in Spanish, French and English