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Executive Summary

GEORGE MATYJEWICZ, PHD

Multi-faceted Senior Executive with expertise in strategic planning, global business development, management, marketing, sales, operations, finance/accounting, and information systems. Major strength is the ability to analyze a situation and develop a simple, cost-effective solution, often finding a new use for a product/service. Strong skills include strategic planning, objective thinking and growing businesses.

BUSINESS DEVELOPMENT

- Restructured professional consulting firm which resulted in four major (Fortune 100) accounts in four months (Sarbanes-Oxley risk management software solution)
- Reorganized fee structure and clientele mix at a national management consulting firm that resulted in a 250% increase in productivity in two years and a number two rating in customer satisfaction from a leading trade association.
- Created global agency network and built customer base in 190 countries worldwide in less than two years.
- Directed a sales/support team in 23 offices throughout North America.
- 200% increase in MAS revenue at one of the top 40 CPA/Consulting firms in the U.S.
- 100+ new products/services brought to market in last 10 years.

EXECUTIVE POSITIONS

- Chief E-Commerce Officer at a Chinese giftware manufacturer and expanded their presence in the U.S.
- Principal/partner at one of the top 40 CPA firms in the U.S.
- President/General Manager and one of the architects of a global financial services company
- Chief Compliance Officer/Chief Audit Executive/Chief Consultant for the largest hospital in state of NJ.
- Served on Board of Directors for a number of companies globally.

MARKETING AND STRATEGIC PLANNING

- Developed marketing strategy for professional firm selling Sarbanes-Oxley risk management software solutions which resulted in over \$1 million in pipeline in four months.
- Developed a unique viral marketing program to help expand an electronic currency company to 190 countries worldwide.
- Established a presence in the U.S. for the world's largest polyresin manufacturer. Orchestrated press party event which featured boxing legends Muhammad Ali, Larry Holmes, Roberto Duran and Gerry Cooney
- Created and promoted a unique Web site for a law firm which resulted in their engaging the Back Street Boys recording group.
- Copyrighted '7 Steps to a Successful Implementation' a unique strategy for implementing processes for one of the top 5 ad agencies who was trying to implement a program at one of the Big 5 CPA firms (program was featured in Direct Marketing Magazine).
- Frequently quoted in the media as an expert on the Internet. Published regularly in trade journals and have been interviewed on BBC, Net radio ("Promoting Your Virtual Store" a 3-hour interview), radio and TV. Columnist for Gifts & Dec magazine for eight years.
- Conducted over 400 seminars and trade shows. Keynote speaker at various conferences worldwide.

- Created Automated Press Releases, an online press release distribution system which became the largest and most effective on the Net (over 10,000 media contacts in 37 countries)

CONSULTING

- Designed, issued and managed over 200 Requests for Proposals (RFPs) for computer systems for companies in varied industries, which included evaluating over 2,500 responses.
- Reworked plant layouts in a textile manufacturer to decrease wasted movements and improve use of critical resources. Implemented RF-controlled barcode technology to increase efficiency, improve delivery of goods and reduce costs.
- Designed, recommended for acquisition and implemented manufacturing control systems, including production planning and control, capacity planning, material requirements planning, production reporting, engineering and manufacturing documentation and cost accounting.
- Implemented point-of-sale systems, in-store processing, EDI and back office systems for various types of retailers nationwide. Coordinated entire roll out, training program, implementation, management review and final review for retail chains that ranged in size up to a 700 store chain.
- Performed internal controls reviews, operations audits and work flow analyses for various types and sizes of retailers, including specialty chains, department stores, bed and bath chains, electronics, and others.
- Implemented internal control procedures to account for proper recording of time and expenses at engineering, architectural, CPA and law firms nationwide.
- Diagnosed inventory problems and implemented alternative methods of calculating stocking levels and reorder quantities at warehouse locations.
- Designed capacity planning system around existing computerized manufacturing system.
- Performed profitability analyses to determine the best product mix based on marketing, profitability and production.
- Determined overall plant and equipment requirements to identify insufficient or excess capacities.
- Designed functional specifications, recommended selection and oversaw implementation of radio frequency controlled warehousing and manufacturing system.
- Performed many internal controls reviews and operations audits at apparel companies nationwide.

EDUCATION & PROFESSIONAL ASSOCIATIONS

- BS, Accounting, Rutgers University.
- Doctor of Philosophy in Business Administration, Central Pacific University.. Dissertation "*Just In Time Payments And The New Global Currency For Conducting Business In A Global Economy*"
- On-going continuing professional education courses (30 credits annually)
- Behavioral Training course given to diplomats worldwide
- Member: Board of Directors of Association for International Business

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