

Ed Stanley

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Objective

To manage or consult in a Business Operations environment where my skills and experience can be fully utilized and challenged. Specific Specialty includes Call Center, Retail and Mail Order operations and systems, with a major orientation towards understanding business requirements and leveraging people and Information Technology to solving business problems and improving profitability.

Summary of qualifications

Significant Business savvy with specific concentrations in Call Center, Manufacturing, Retail and Mail Order. 15+ years in Management positions in Information Systems for premier, growing organizations. Excellent understanding of Inventory Management, Order Entry and Logistics and how systems can improve performance in these areas. General Business expertise from numerous consulting assignments, concentrating in Operations, Strategy and Project Management. Has significant turn-around expertise.

Work experience

Owner
5/97 –
current

Prime Krew, Inc. New Ipswich, NH

As owner of this consulting Company, completed a variety of consulting assignments, hired and placed others in consulting assignments. Projects completed included:

- Troubled Company work for a venture capital firm specializing in turning around faltering companies.
- CIO for hire for a major manufacturing firm to start a direct business-to-business call center (150 seats) completed on time in 9 weeks.
- Worked on the turn-around of a \$90mm multi location service organization.
- Aided a 130 year old Mail Order Company in infrastructure and Call center implementation for a direct business-to-business division.
- Worked with a start-up to setup a call center and order processing capability.
- Turned around a manufacturing Company and became COO.

VP CIO
9/96 – 5/97

Human-I-Tees, Inc. Valhalla, NY

As VP CIO of this Fund Raising Company, worked to strategically align the Information Services organization to the company mission. Was a member of the Executive Committee and as such helped chart the company's direction. Within 90 days of starting was also assigned responsibility for operational areas including Mail and Order processing (with full time staff of 15 seasonally increasing to 90). Managed successful conversion to a Sybase based processing system allowing continued growth of the company.

- Director of IS**
10/93 – 9/96
- PC Connection, Inc.**
As Director of Information Services, led efforts to upgrade systems for this leading supplier of PC and MAC systems, software and peripherals. As a member of the Company Operating Committee, guided company strategy, operations and policies. Accomplishments include significant upgrade of personnel, Installation of new GL and AP system, implementation of a key strategic client server system to provide Sales force with product information and led a SWAT team to successfully prepare the Distribution Center for substantial increase in volume. Successfully maintained system at target response time and up time through substantial company growth.
- 2/81 – 10/93
- Brookstone Company, Inc.**
Peterborough, NH
- Implemented systems for Merchandising, Allocation, Warehouse Management and Distribution for a growing Specialty Hardlines Retailer. Implemented a new packaged solution for Mail Order on schedule and on budget (5/93). Implemented PC Network applications where cost-effective and used client-server object oriented applications for corporate Data Access. Achieved significant systems support improvement while cutting staff by 35%. Implemented a plan to Rightsize to an AS/400 to improve systems and cut operating expenses (8/92). Implemented ahead of schedule, under budget and cut Information Services operating budget by \$700,000 annually (40%).
- Director of IS**
6/88 - 10/93
- Manager of Business Systems Support**
2/81 - 6/88
- Functioned as manager of all System Development and Maintenance. Responsible for a staff of 13. Significant applications experience in Inventory Control, Sales History, Mail Order and Point of Sale. Developed Department from 2 to 13 including formation of an Information Center and establishment of Project Leader positions. Established an excellent track record of bringing projects to completion on time. Installed numerous systems including large and small, home-grown and package software. Responsible for full range of tasks including performance appraisals, recruiting, budgeting and planning.
- Manager of Data Processing**
12/77 – 2/81
- Reed and Prince Mfg. Co.**
Jaffrey, NH
- Functioned as Manager of Systems Development, Operations and Data Entry. Significant accomplishments in Inventory Control and Purchase Order control for long lead time (one year) items. Applications areas included Sales History, Production Control and Inventory Costing. Started as a Senior Programmer/Analyst and quickly was promoted to Data Processing Manager.
- Consultant**
2/77 – 12/77
- Computer Assistance, Co. Inc.**
Winchester, Ma.
- Functioned as a technical consultant to companies requiring help during times of peak workload. Applications included Inventory Control, Payroll, Purchasing and Contact Lens Marketing Analysis.
- Programmer**
12/75 – 1/77
- Kay Windsor, Inc.**
North Dartmouth, Ma.
- Wrote applications for Inventory Control and Soft Goods Sales Analysis.

Education

University of Massachusetts (9/71 – 5/75)

Amherst, Ma

BBA in Finance, minor in Operations Research with a concentration in Business Information Systems.