



J.B.

Untapped Potential Candidate

860-977-9408 / fellowship@upotential.org

PROFILE

As seasoned C-level executive (CFO/COO/CEO) with strong financial skills able to leverage experience from multi-national global manufacturers to small technology centric start-up companies. Eager to add value working in a C-level role in a full-time or part-time capacity.

KEY SKILLS AND COMPETENCIES

- Strategic thinker, team player and tactical leader, able to read people well
- Well versed in large and small financial systems, Tech Savvy, Quickbooks advocate
- Treasury skills (banking and company) / experience fundraising investments

PROFESSIONAL EXPERIENCE

Business Performance Management, Inc. (C-Suite Consulting)

Brought on as C-level executive in order to commercialize and advance the company and products.

[Mobicard, Inc.](#), CEO (2017 – Present); [Movia Robotics, LLC](#), CEO (2015 – 2017); [Releaf Therapeutics, LLC dba theCRO](#), CEO (2013 – 2015); [Ikonisys, Inc.](#), CEO (2012 – 2013); [Fiondella, Milone & LaSaracina, Inc.](#) (CFO Project) (2012); [Boston BioCom Management Co. & Sub.](#), COO (2007 – 2012)

e-Business Solutions, Inc., a COGNOS Partner, CFO (1998-2000), President and CEO (2000 – 2007)

A consulting company that developed and implemented ERP, BI, and Budgeting Systems

As President and CEO, ran company for delivery to accounts, such as, Pfizer, Stryker, Inc., WebMD, BMW, NRT, BAE.

As CFO, took DSL.net, Inc. public in 1999.

Trumpf, Inc., and Trumpf Industrial Lasers, Inc., VP of Finance, CFO, Treasurer. (1988 – 1998)

The largest manufacturers of fabricating equipment and industrial lasers, highly matrixed global org.

- Directed Mergers & Acquisitions of joint venture partners for the North American market for prospective and actual acquisitions. Led five successful Corporate Mergers from 1988-1996.
- Coordinated Strategic Planning Group of computer modeling for five-year plan.
- Installed and managed ERP systems from IBM Mapics to SAP throughout the U.S. subsidiary.
- Ensured IRS Compliance with international subsidiaries
- Negotiated domestic and international banking for lines of credit, building expansion, capital equipment purchasing and third party vendor financing programs.
- Developed corporate tax savings strategies for Federal, State and U.S. Customs.
- Completed IRS audits for general and transfer pricing.
- Managed budget-planning systems for financial reporting to the Board of Directors.

COMMUNITY EXPERIENCE

Connecticut Lacrosse Officials Association (CLOA) Official (2000 – Present), Treasurer (2011 – Present),

Board representation of Lacrosse Officials for youth and high school. Manage treasury functions on Quickbooks, tax returns and annual budget.



Board member, Instructor and Evaluator Board member, Instructor and Evaluator

- Provide leadership and instruction to USA Hockey Officials for annual certification.
- Assist in organizational leadership as a Board member.

EDUCATION AND CERTIFICATION

BSA – Bentley University

MBA – Bryant University

HOBBIES/INTERESTS

- Entrepreneurial Start Up Ventures: Successfully completed 2 Accelerator programs: Mass Challenge and ReSET Accelerator Program
- Gifts of Love (food pantry) Volunteer
- Life Choice (organ transplants) Volunteer to community interest groups.