

Richard Grossman

CTO / CIO / IT Director / VP / IT Manager / Enterprise Architect / Consultant
Available for long-term and consulting assignments
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Skills

Strengths

Strategy, Process, Research, Results, Leadership, Team-Building

Specialties

Rapid Company Growth, Corporate Initiatives, Mergers & Acquisitions, Key Systems & Process Implementation, Compliance Implementation & Remediation, Turn-Arounds, Critical Projects, Rapid Development

Core Competencies

Technical Mastery and Innovation

- Technical and creative excellence, producing genuine breakthroughs and industry-leading solutions
- Adopt and adapt new technologies and extend legacy technologies
- Can turn around late or broken projects and fix problem areas and departments
- Adjust quickly to rapid changes in the business environment, develop innovative strategies and plans
- Hands-on technical, management, sales, and marketing experience

Communications Excellence

- Total commitment and track record of success with management, staff, customers, vendors, and investors
- Maintain vibrant communications with all stake-holders: up, down, and dotted-line
- Recruit, train, retain, and manage great, cohesive, and highly-motivated staff teams at any level
- Experienced with rapid internal scale-ups, outsourcing, insourcing, and re-engineering
- Excellent business and technical contacts

Management Experience

- Perform and clearly communicate regarding financial planning, management, reporting, and budgeting
- Optimize vendor performance through lifecycle: sourcing, negotiation, and contract management
- Recruiting, interviewing, hiring, training, evaluations, promotions, downsizing, and outsourcing

Profile

Worked five years at a competitive hedge fund with 7.5 billion in assets, building and leading IT, applications, and software development, supporting 300% growth in that period. Excellent references from management and technical staff.

A team-builder who can build from the ground up or take existing teams to new levels. In collaboration with management, contributes IT perspective as well as technology-informed product, business development, and operational ideas.

Extensive career track-record. Innovator and early adopter of technologies. Database and process design expert. Prior to progressing to management roles, excelled for many years in hands-on programming, managing programmers, designing applications and databases. Directed many truly "mission-critical" software and web development projects. Game-changing architect in design and structure of both product and the means to achieve it.

Experience Highlights

Coast Asset Management **2004-2009** **Acting CIO and Enterprise Architect**

Coast's hedge fund and funds-of-funds assets under management grew from 2.5 to 7.5 billion over 5-year tenure. Created and staffed a top-notch, process-based, scalable IT department to enable company growth. Architected all financial systems, 3rd-party applications, in-house software development, enterprise data i/o, databases, and IT operations to support compliance, trading, investor relations, NAV, portfolio management, quant, marketing, and accounting. Designed and managed development of several unique applications.

Consulting Assignments **1996-2004, 2009-2011**

Designed and developed software for Bank of America, Ernst & Young, Microsoft, Disney, US Army, Denny's, First Interstate Bank, Allergan, and the Veterans Administration. Made key contributions to the development of FoxPro (and earlier, to dBase). Was an early pioneer in developing PC-based applications and databases, creating both custom/proprietary and retail products. Industry leader, trainer, and frequent conference speaker.

Gap: Color-by-Numbers™ **1993-2008**

Gap's retail sales grew from \$3 billion to \$16 billion during this period, Traveled to and worked with Gap IT teams in New York, San Francisco, Hong Kong, Singapore, Seoul, and New Delhi. Designed and created the original and second-generation Color-by-Numbers™ applications, which supported product development teams at Gap, Banana Republic, and Old Navy in their growth from 150 users to 2000 users in 20 countries worldwide.

DotCom Era: ABC, E-Online, Naked Juice, Aunt Gussies **1999-2004**

Enabled these companies to build their businesses and beat their competition to the web. Created websites for companies such as Chevron, the Diamond Council, Neiman-Marcus, Carl's Jr., Lincoln-Mercury, Las Vegas Paris Casino, television shows and rock groups. Managed design of sites and created database support for contests, store locators, shopping carts, and sales. Also worked with bygone high-fliers such as Digital Entertainment Network and eMemories.

US Military: FARSITE **1993-1999**

US SOUTHCOM in Panama was given responsibility for maintaining all non-weapons equipment for the military and other US government agencies in South America. Created FARSITE to manage this new maintenance mission's entire supply chain, workflow and cost tracking. Repairs to everything from generals' cars to microwave antennas on remote mountain tops, as well as computers and satellite phones were controlled by FARSITE, with modules covering all phases of the repair process.

Disney: Trade Royalties System **1996-1998**

Disney's book publishing companies (including Hyperion, ESPN, Miramax, and ABC Press) compensate authors based on worldwide sales minus returns. Created the Trade Royalties System, with hooks into Disney's master GL and AP systems, to generate auditable statements that were sent directly to best-selling authors, including Oprah Winfrey, Dr. Phil, and H. Ross Perot.

Bank of America: Trade Reconciliation system **1986-1991**

With about 60 users, this mission-critical system processed 23 trillion dollars in transactions for large pension funds administered by the bank. Recruited and managed an onsite 6-person mini-IT department, created ad-hoc database applications on a PC-based network for 5 years, while B of A's new large-scale systems were under development. Partnered with Ernst & Young on this and many other projects.

International Experience

US, China, England, France, India, Italy, Korea, Panama, Peru, Russia, Singapore, and Turkey

Education

University of Pennsylvania

College of Thematic Studies: Systems Studies, Psychology

City University of New York

Baruch College: Business, Business Systems

UCLA

Law School, course: Structuring and Negotiating Internet, Software, and Game Contracts and Licenses

Additional Keywords

Agile development, database, VB, C#, dotNet, SQL Server, C++, Java, Delphi, financial services, fund of funds, compliance, due diligence, audit, investor relations, advisors, analysts, risk, quantitative analysis, quant, financial analysis, SEC, Sarbanes-Oxley, Microsoft, Dell, Apple, Sungard, VPM, Bloomberg, Reuters, Tradeweb, Electra, GlobeOp, Citco, MAS 500, CFO, budget, controller, commissions, fees, medical records, EHR, EMR, offshore, outsource