

Ronald T. DuKatz

ron@dukatz.org
www.linkedin.com/in/rondukatz/

414.640.6739
Franklin, WI 53132

Executive Summary:

Business Professional with deep expertise in back office operations systems and process optimization. Enabling People & Process with Technology as a hands-on player-coach building strong teams while pioneering & developing strategic, innovative software automation that increases revenue, decreases cost, and generates profitability.

Career Accomplishments:

- 15 years of Software as a Service (**SaaS**) business leadership increased sales **700%** with double digit profitability
 - Readied and presented privately owned business for **Private Equity** sale with **mid-40%** EBITDA margins
 - Converted **financial systems** from cash to accrual revenue model for company evaluation and sale
 - Developed and implemented **auto-renewal subscription** system generating over **50%** of total revenue
 - Automated **renewal proposal generator** reducing manual effort by **96%**
 - Designed and developed **new OFCCP compliance product** accounting for **50%** of revenue
 - Managed **college internship program** with over **30** students in 11 years
 - Directed and rebuilt **marketing team** of five employees for twenty months managing **\$1.8M**/year budget
 - Directed technology **application development team** of 14 while delivering my own development projects
- 10+ years in Technology Consulting including independent sub-contractor and **SBO** of RTDuKatz, Inc.
- Instructor, coach, mentor, and end-user trainer

Technology Applications:

- Sage financial accounting integration with invoicing, bank Lockbox, ACH, Credit Cards, Payroll & Commissions
- Database and SQL expert from design to complex queries, optimization, data warehousing and data analysis
- Website expert of internal intranet and external web design, development, implementation, and support
- Skype for Business telephony integration with CRM for caller ID recognition in Microsoft Lync VOIP environment
- Web crawling including job harvesting for Job Board, Applicant Tracking and Recruiting systems
- Social media application development including Facebook and Twitter
- Home and auto insurance application and quoting website with legacy and mainframe integration
- Web enabled the selling cycle of configuration, quoting and online ordering of medical capital equipment
- Account Management, Customer Relationship Management, and Distributed Sales Force Automation systems
- Insurance sales proposal system, customer service system and medical test reimbursement/payment system

Technical Tools: · MS Hyper-V · Azure · SQL Server · SQL Development · ASP.NET · MVC · VB.NET · Visual Studio
· Team Foundation Server (TFS) · HTML · XML · Javascript (jQuery/Ajax/JSON) · Visual Basic/VB6/VBA · C/C++
· Excel Development · SEM · DocuSign · Paymentech Orbital Gateway · SCOPUS · PowerBuilder/PFC · Oracle/Sybase

Industry Experience:

- MilwaukeeJobs.com - The Infosoft Group LLC, Gauge Capital - 15 years - *Online Recruiting & OFCCP Compliance*
- West Bend Mutual Insurance - *Home and Auto Insurance - Sales & Marketing Systems*
- GE Medical Systems - *Healthcare and Medical Equipment - Sales & Marketing Systems*
- Wisconsin Electric - Utilities - Logistics Systems
- Case Corporation - *Construction and Farm Equipment Manufacturing - CRM Systems*
- Sears - *Retail* – International Buying Systems
- Northwestern Mutual Life Insurance Company - Financial - Life and Disability Insurance Systems
- Compuware Corporation, Inc. - *Enterprise Solutions Consulting*
- Lakeland College and Waukesha County Technical College - *Academia - Adjunct Instructor*

Education:

Valparaiso University - Valparaiso, Indiana

Bachelor of Science in Business Administration - Finance

Minors: Math and Computer Science Information Systems

Graduated **Summa Cum Laude** in seven semesters with one-year **internship**

Project Portfolio: See www.rtdukatz.com/portfolio