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# MICHAEL PERRONE

## IT PROFESSIONAL

[MichaelCPerrone.com/resume](http://MichaelCPerrone.com/resume)

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### *Skills*

#### **Leadership**

- Integrity & Focus
- Motivated Self-Starter
- Creativity & Innovation
- Drive/Manage Change
- Problem Solving
- Accountability
- Coaching & Development

#### **Project Management**

- Clear Communication
- Team Building
- Work Flow Analysis
- Strategic Planning
- Milestone/Goal Setting
- Timely Delivery in budget
- Resource Allocation

#### **Technical**

- LAN/WAN Design/Support
  - Firewalls/Network Security
  - Wireless Networking
  - HTML/CSS/JQuery/Jscript
  - PC / Printer Troubleshooting
  - Virtualization
  - Disaster Recovery/Backups
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### *Experience*

MkMx Computer Solutions (Garden City, NY)  
Principal, Project Director

2005-Present

#### **Key Accomplishments:**

- Launched company and created all marketing collateral and branding resources.
  - Secured strategic company partnerships with Hp, IBM, DELL, Microsoft, APC, Cisco, Sonic Wall and many other industry leaders.
  - Developed hosting platform to allow for both LINUX and MICROSOFT Servers to host websites and email domains.
  - Developed all company pricing models, business processes/templates & accounting systems.
  - Built a network of graphic designers and technical professionals to coordinate all aspects of company client projects.
  - Pursued prospects & former clients to secure business and on-going projects for the company.
  - Analyzed profitability trends with sales products and streamlined fixed costs to maximize bottom lines.
  - Currently maintaining 50+ domain websites and multiple projects/contracts simultaneously.
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Cruse Real Estate (Seaford, NY)  
Director of IT, Systems & Strategies Architect

2009-Present

#### **Key Accomplishments:**

- Responsible for UI design, documenting requirements and management of programming development team for a custom software application needed to automate company inventory and workflows.
  - Designed, Installed, Secured and Maintained a Microsoft Windows Small Business 2008 corporate network with Exchange Mail Server interconnecting (3) branch offices and 50+ users and mobile devices. Setup a secure site-to-site VPN to share resources between offices. Setup VOip Avaya Phone system to interconnect telecom across (2) branch offices.
  - Created and Launched dynamic website tied to MLS IDX data feed to load listings in real-time on the company website. Syndicated company listings across a network of exterior real estate showcase websites (Zillow, Realtor.com, Trulia, Property Shark, etc.). Created a social network web presence for the company on both Twitter and Facebook. Setup and Launched mass email campaigns to 5K prospects weekly.
  - Audited all technology costs and reduced fixed costs annually by 51%.
  - Managed 25+ Sales Agents to help build sales pipelines and gauge individual productivity and created ongoing Marketing collateral (flyers, brochures, print ads, billboards).
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OSNet, Inc. (Forest Hills, NY)  
VP of Sales, Systems Integrator

1997-2005

**Key Accomplishments:**

- Increased client base from Tri-State area to National coverage. Negotiated and secured contracts with Government Agencies, Fortune 500/1000, and Small Businesses Nationwide and increased annual revenues from \$1M to \$5M.
- Improved relationships with Manufacturers/Partners, attained sales certifications and integrated their individual sales programs/promotions into our internal goals to leverage their marketing dollars and increase our bottom line.
- Supervised and managed team of sales associates. Oversaw all aspects of the sales cycle opportunity; quotation, closing, product procurement, implementation, follow-up, invoicing, payment and collections.
- Implemented procedures to enter sales and commission reports. Updated and implemented a more efficient accounting program and inventory sku system.
- Updated and refined company image including corporate logo, marketing materials, and all corporate documentation including company website.
- Updated internal corporate network from legacy NOVELL to modern Windows environment. Configured & Implemented network security / firewall.

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*Education*

Long Island University (C.W. Post Campus) Brookville, NY  
Dual Major, Finance & Marketing – **(BS) Bachelor of Science, 1992**

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*Profiles*



[www.linkedin.com/in/mkmxcomputersolutions](http://www.linkedin.com/in/mkmxcomputersolutions)