

Michael D. Johnson II, MBA
Technology, Operations, and Finance Executive

Phone: (615) 668-2300

<http://www.linkedin.com/in/michaelj2>

michaelj2@gmail.com

EXECUTIVE PROFILE

More than 10 years of systems implementation and development, project management, business process automation, and operations/P&L management experience in consulting and corporate environments. Delivered solutions and managed teams for organizations across many industries in the US, Canada, Europe, and Asia. I have the depth and breadth of experience required to ensure the success of the information technology and operational initiatives of companies of any size and in any operational theatre.

CORE COMPETENCIES

- Team Building
- Human Resource Management
- Negotiation/Conflict Resolution
- P&L Management
- Microsoft SharePoint
- PMI Member
- Business Process Optimization
- Supply Chain Management
- Distribution & Logistics
- Telecom (PBX/VoiP/UCT)
- ERP/MRP/SCM/CRM
- Microsoft Dynamics GP
- MS SQL Server (6.5/7.0/2k/2k5)
- BI (FRx/Business Objects)
- EDI (x12/ANSI/XML)

PROFESSIONAL EXPERIENCE

Gibson Guitar Corp. – Nashville, TN

2004 - 2008

Key Executive with general management responsibility over International Distribution Operations, Global Integration and the Corporate IT, Compliance, Gibson.com, HR, Customer Service, Security, and Loss Prevention functions.

Chief Information Officer (2006 – 2008)

Established IT strategy, goals, and priorities with CEO, senior management, strategic business unit managers, and other stakeholders. Led the execution of strategic IT enabled business initiatives and organizational development efforts to drive revenue growth, profits, and cost reduction.

- Built a multi-national, high performance IT organization culture through effective hiring, staff development/coaching, retention, and performance management practices.
- Managed global enterprise systems and network including but not limited to LAN/WAN infrastructure and security, communications (messaging/telecom/UCT), disaster recovery, intranet/internet, eCommerce, ERP, MRP, SCM, and CRM systems on a lean operating **budget of 1% of revenue** maximizing every resource available.
- Managed the development of Warehouse Management, Supply Chain Management, and RFID systems built on the .Net platform **improving inventory accuracy and turnover** worldwide.
- Deployed Unified Communications Technologies (VoiP) driving down communication and administration costs while speeding decision making and efficiency.
- Introduced Web 2.0 technologies to deliver enterprise wide communication/collaboration tools and knowledge management systems tightly integrating sales, marketing, product management, engineering, manufacturing, and inventory control resources worldwide.

VP of International Operations (2007 – 2008)

Spearheaded the global distribution initiatives and directed day to day operations during a period of double digit organic growth with heavy international expansion and M&A activity.

- Generally managed the European Distribution operation recognizing a **200% increase in output and 50% decrease in cost per unit** in less than 1 year through team building, performance management initiatives, and better alignment of operations with technology.
- Spearheaded the Gibson Guitar corporate team to launch a direct sales, marketing, and distribution operation in Japan. **Recognized revenue in ~60 days** after engagement and significant, progressive growth thereafter.

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PROFESSIONAL EXPERIENCE CONT'D

Director of ERP and Development (2004 – 2006)

Developed and managed the internal business solutions team to deliver software technology solutions and services to the Gibson enterprise.

- Deployed Microsoft Dynamics ERP/MRP/CRM systems to global manufacturing, distribution, and sales business units in 4 states, Canada, Europe, and Japan **standardizing systems and processes worldwide**.
- Managed the design and development of many **intranet/internet business systems** to introduce EDI, Shop Floor data collection, business intelligence, supply chain management, and B2B/B2C eCommerce business to the Gibson enterprise.

ePartners, Inc. – Tampa, FL

1999 – 2004

ePartners strives to be the partner of choice for companies seeking technology solutions that provide genuine performance improvements, enterprise visibility and competitive advantage through Microsoft solutions.

Project Manager/Senior Consultant/Developer

Delivered **consecutive years of > 2,100 hours billed** and collected. Managed, designed, and customized dozens of full lifecycle Microsoft Dynamics ERP/CRM implementations on behalf of ePartners for many clients in a wide variety of industries including but not limited to:

Darden Restaurants (**Distribution**), Breitling USA (**Manufacturing**), Certegy, Inc. (**Financial Services**), Interlink Communications Systems (**eCommerce**), & LifeSouth Community Blood Centers (**Healthcare**)

Conducted pre-sales demonstrations, prepared scope of work, and liaised with sales and professional services to ensure expectations between clients and delivery teams were aligned.

TrinSoft, LLC. – Lexington, KY

1997 – 1999

TrinSoft is a Microsoft Certified Gold Partner with one of the most experienced Microsoft Dynamics teams in the region representing the Microsoft Dynamics GP and NAV product lines.

Senior Consultant

Implemented and supported many different software packages including Great Plains Dynamics C/S+, MAS90, and Acuity for many clients in a variety of industries including but not limited to:

Kentucky River Community Care (**Healthcare**), Hospice of the Bluegrass (**Healthcare**), CHA Health (**Healthcare**), US Equestrian (**Equine**), Three Chimneys Farm (**Equine**), Hagyard, Davidson and McGee (**Equine Veterinary**), and Fayette Heating & Air.

Republic Waste Industries, Inc. – Lexington, KY

1996 - 1997

Divisional Controller

Managed the month-end close, account reconciliations, and financial statement generation for 6 regional SBUs. Supervised the Accounts Payable, Accounts Receivable, and Payroll staff. Coordinated monthly variance analysis and spearheaded annual budget projects for 30 business units reporting directly to the upper management team.

EDUCATION

Vanderbilt University - Masters in Business Administration
University of Kentucky - Bachelors of Science in Accounting

PUBLICATIONS

- Case Study (ERP) - <http://www.microsoft.com/casestudies/casestudy.aspx?casestudyid=4000000432>
- Microsoft Executive Circle, Winter '05: "Working smarter gets easier"