

WILLIAM M. SAXON

(706) 224 8080

bobbysaxon@yahoo.com

INFORMATION TECHNOLOGY EXECUTIVE

PROFILE

Transformational IT executive, certified Chief Information Officer (CIO), Entrepreneur, and US Army Officer with a strong portfolio of success in strategy development, project execution, operation optimization, and team development within the public and private sector. Extremely diverse background leading large scale operational changes, integration efforts, development teams and IT organizations to deliver customized business collaboration systems and Customer Relationship Management (CRM) solutions. Recipient of numerous awards and accolades.

Recognized for driving top-level technology experiences across business segments, and consistently delivering customer-focused, bottom-line information technology solutions. History of leadership roles as Division Chief, Assistant Deputy Chief Information Officer, Chief Executive Officer, Chief Operations Officer, and Army Commander, leveraging IT, political, and military knowledge to ensure escalating success of all operational efforts. Adept at promoting innovative problem solving with breakthrough results.

CORE COMPETENCIES

**Information Architecture • IT Development • Program Development • Data Analysis • Innovation
Project Management • Six Sigma Methodologies • Systems Support • Module Development • IT Governance
Customer Relationship Management • ERP • Project Design • Oracle • Agile Development
Application Testing and Implementation • Human Resource Management • Operational Support • ITIL**

TOP SECRET, SCI SECURITY CLEARANCE

PROFESSIONAL EXPERIENCE

United States Army G-3/5/7 Force Mangement Enterprise Division 2010-Present
Division Chief and Information Technology Program Director

Lead a Headquarters, Department of the Army (HQDA) cross functional team of 35 highly specialized project management, acquisition, budgeting, and information technology personnel to create and maintain a \$40,000,000 Oracle based, classified secret, decision support and predictive analytics system that transforms Army decision making by leveraging business intelligence, business system interoperability and data quality improvement and integration.

- Developed a business plan to transform an underperforming business unit and development effort into a cohesive, innovative, and adaptable organization based on Agile development, ITIL, PMP, and Six Sigma best practices.
- Implemented daily interactions with Army C-level stakeholders and created a proactive customer outreach program that resulted in system usage growing from less than 95 users to over 1,000.
- Decreased incremental development delivery time from many months to a few weeks which resulted in increased capability and significantly reduced development cost.
- The Division was named a 2013 *Computerworld Honors Laureate for Innovation*, which recognizes exceptional organizations that create and use technology to promote and advance the public welfare.
- Personally recognized as a recipient of the 2013 *CIO Magazine "Ones to Watch"* award which honors rising CIO's that have demonstrated leadership and driven innovation for their organizations.

United States Army Command and Control Support Agency (CCSA) 2009-2010
Assistant Deputy Chief Information Officer (CIO)

Provided key leadership and strategic direction during the creation of the CCSA Office of the CIO (OCIO) and Army G-3/5/7 Information Technology policies. Developed the Information Technology Strategic Plan, IT Enterprise Architecture policy, and IT Governance structure. Led the effort to increase OCIO visibility and credibility by implementing a stakeholder outreach program that resulted in OCIO representation on the Joint Staff Warfighter Mission Area IT board, the Army Portfolio Management board, Army Data Board and the Enterprise Management Decision Support Configuration Control Board.

United States Army Command and Control Support Agency continued

- Implemented a Portfolio Management process to resolve capability duplication issues associated with lack of development oversight. This led to investment prioritization of 40+ Army IT systems and the creation of IT system development life cycle management (SDLC) and budgeting plans for each.
- Led the development of the Data Transformation Plan to standardize data usage within the organization to correct disjointed development efforts resulting in reduced development costs and more efficient data usage processes.
- Led the re-development of Army Regulation 10-47 in order to establish CCSA and OCIO functions for current operations via the 24/7 Army Operations Center (AOC).

PC POWERUSER, Inc.

1997-2008

Chief Executive Officer and President

Launched PC POWERUSER to provide enterprise Oracle, CodeBase and Microsoft SQL Customer Relationship Management (CRM) and Sales Force Automation (SFA) data collaboration solutions. Expanded the company from startup to 10 highly qualified CRM Consultants, IT software developers and engineers. Created a merger and acquisition business service to provide customers with acquisition assistance. Certified CRM consultant for ACT!, SalesLogix, and Maximzer Enterprise.

- Project Manager for over 500 projects representing over 15,000 hours of Enterprise Resource project management.
- Led the Sales and Marketing efforts for the implementation of CRM solutions for over 3500 users representing more than 300 different companies including the Centers for Disease Control and United Parcel Service.
- Created CRM user groups in Atlanta, GA and Charlotte, NC to increase outreach and develop new customers.

A Better World (ABW) Insurance Agency

2002-2008

Chief Operating Officer and Co-Founder

Co-founded ABW Insurance to provide a personal touch to an increasingly automated and impersonal property and casualty insurance market. Developed and implemented the Business Plan and the Marketing and Sales Plan.

- Increased sales from startup to \$1,500,000 annually and grew the customer base to over 5,000 yearly customers.
- Acquired a second business to grow the customer base and increase sales. Merged several disparate IT systems.
- Created a custom office management IT system to automate customer management, outreach and follow-up.

United States Army & National Guard 1983 – Present

- Commander, Division Chief, Executive Officer, Operations Officer, Simulations Officer, War Veteran

Bobby Saxon for Congress 2007 – 2008

- Candidate, Georgia 10th Congressional District, United States Congress

ExcelTech Medical Software 1996 – 1997

- National Sales Manager

Insight Imaging Medical and Dental Systems 1994 – 1995

- National Accounts Manager

Micro-Designs Dental Software 1991 – 1993

- Regional Sales Manager

EDUCATION AND PROFESSIONAL DEVELOPMENT

Master of Science CIO Concentration National Defense University Ft. McNair, DC

Master of Business Administration IT Management American Public University *50% complete, on-going effort*

Bachelor of Business Administration Business Management Georgia Southern University

CIO Graduate Certificate *distinguished graduate* • Advanced Management Program AFCEA *distinguished graduate*

Government Strategic Leader Graduate Certificate • Dale Carnegie Sales Course *distinguished graduate*

Army Command and General Staff College (CGSC) • Army Combined Arms and Services Staff School (CAS3)

Army Field Artillery Officer Basic and Advanced Courses • Military Police Officers Advanced Course

Nuclear, Biological, and Chemical (NBC) Officers Course • Atomic Projectile Supervisors Course