
MICHAEL PERRONE

IT PROFESSIONAL

MichaelCPerrone.com/resume

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(516) 902-3040

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

- WIN PC/SVR Troubleshooting
 - Printer Troubleshooting
 - LAN/WAN Design/Support
 - Firewalls/Network Security
 - Wireless Networking
 - Disaster Recovery/Backups
 - HTML/CSS/WP/Adobe Suite
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Experience

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

2005-Present

Key Accomplishments:

- Currently managing 100 Windows Desktops, 14 Windows Servers, 7 Continuous Backup Devices as well as, numerous Firewalls, Switches, Wireless Access Points, Printers and mobile devices across corporate client base with Managed IT Platform and trouble ticketing system to keep all systems up to date with patches, security updates, malware/anti-virus updates and scans, malware/virus removal, routine PC Server maintenance and project roll-outs (New PC's, Infrastructure, O365 migrations, etc.).
 - Currently maintaining 50+ domain websites and multiple projects/contracts simultaneously.
 - Launched company and created all marketing collateral and branding resources.
 - Secured strategic company partnerships with Hp, IBM, DELL, Microsoft, Datto, Intronis, Acronis, APC, Cisco, Sonic Wall and many other industry leaders.
 - Developed Web/Email hosting platform to allow for both LINUX and MICROSOFT Servers to host websites and email domains for clients.
 - 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 / 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.
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Cruse Real Estate (Seaford, NY)

2009-2013

Director of IT, Systems & Strategies Architect

Key Accomplishments:

- Designed, Installed, Secured and Maintained a Microsoft Windows SBS 2008 corporate network with Exchange Mail Server interconnecting (3) branch offices and 50+ Windows users and mobile devices (blackberry, iPhone, Android).
 - 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.
 - Setup/Configured RETHINK CRM software (based in SALESFORCE) for the Sales team.
 - Responsible for UI design, documenting requirements and management of programming development team for a custom software application needed to automate workflows.
 - Setup and Launched mass email campaigns to 5K prospects weekly.
 - Audited all technology costs and reduced fixed costs annually by 51%.
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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.

Education

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

Profiles



www.linkedin.com/in/mkmtxcomputersolutions