

**BRADFORD J. BEAL**  
**103 Elm St.**  
**Saratoga Springs, NY 12866**  
**(703) 879-8885 (Phone) (703) 547-9992 (Fax)**  
email: js@bjbeal.com

---

---

### **SUMMARY**

An engineer with over ten years in information systems supporting engineering and business needs as well as hands-on engineering and management experience. Have a unique combination of management, computer and engineering skills resulting in the ability to develop effective information systems solutions for problems in business or engineering. Have specific expertise in:

- Management
- Systems Analysis
- Database Development
- Systems Integration
- Project Management
- Application Development
- Data Warehousing and ETL
- Systems Management

### **PROFESSIONAL EXPERIENCE**

*B.J. Beal Consulting*

*(2002-present)*

**Consultant** (2002- )

Began independent consulting practice at the request of a client who had used my services. I have been providing services including business analysis, data analysis, ETL development, database development and strategic and tactical report development.

- Provided data analysis services for prominent supply chain management services firm (ATC) of several of their potential clients. Analysis services of major machinery manufacturer parts division resulted in a new contract for ATC to supply \$25MM a year of parts. Awarded firm's president's award and bonus for effort.
- Created hundreds of reports using SQL Server, MS Excel, MS Access, Dynamics AX and Tableau. Including management staff reports, unit operational reports and reports for ATC customers.
- Created several operational systems to streamline ATC operations. Including areas such as ATC customer expediting, ATC customer billing, warehouse operations and resource planning for building kits.
- Created systems and procedures for daily importing of purchasing data from ATC customer systems to reporting databases.
- Initially hired by the ATC to help fill in for loss of a critical person during project rollout to nationwide client. Quickly learned company's ERP system and worked with the division manager to create the billing process, scrub data and create financial reports. Developed project plan to reconcile ERP system with external systems and managed project involving three departments.
- For a major private trust company, created the database elements and supporting ETL modules to add a data mart to their data warehouse. Identified and repaired warehouse loading errors and instituted changes to avoid those errors.

*WALKLETT GROUP, Malvern, PA*

*(1999-2002)*

---

**Senior Information System Consultant (1999-2002)**

Provided information system consulting services for clients in banking, financial services and direct marketing including Fleet Credit Card and Pitcairn Trust. Responsible for working with the clients, software vendors and other consultants to provide solutions for information system problems and ongoing support.

- Played key support and advisory role in launching a client's CRM system onto a new platform and 24x7 operation. Reversed engineered an existing job scheduling system and implemented those functions on the new system. The resulting batch job schedule was the most complex at the client. The client extended the contract months beyond time when all other consultants had been released. Received citation by client's CIO and Walklett Technical Excellence award as a result of client's comments.
- Designed and developed client database supporting a new application for managing direct marketing media advertising on thousands of television stations. Created the procedures to migrate existing data and import critical vendor data.
- Designed and implemented a complex ETL system to sustain a data warehouse for the strategic management of two billion dollars in assets. Managed the database and worked with the client to implement and refine the warehouse. Received Technical Excellence award for efforts.

*DEMAG-DELAVAL, Trenton, NJ*

*(1991-1998)*

---

**Manager, Engineering (1996-1998)**

Managed engineering and computer programming department for major machinery manufacturer. Responsible for all technical work performed on orders and proposals on one product line. Responsible for creating accurate specifications on time and on budget. Provided technical oversight and coordinated design and development efforts for a sister division in the Netherlands.

- Lead multifunctional project to examine cost competitiveness of current product line. Made presentations to management, and contributed to the development of the 5-year business plan.
- Directed multi-departmental projects to investigate and solve four major field incidents. Represented the company technically in meetings and presentations with customers.
- Managed design project to create two new state of the art products. New component design completed on time and met all expectations.

**Manager, Research & Development (1995-1996)**

Managed department of 10 engineers and technicians. Responsible for scheduling and completing projects in the company's \$1.8M R&D budget. Retained responsibility for the Technical Computer System group from previous position and added dotted line report of a system administrator.

- Quickly developed complete new R&D plan to accommodate change in strategy after purchase of company.
- Helped plan rationalization of CAE software after purchase. Participated in the development of overall plan to port critical application to new operating system and then went to Germany to help execute it. Completed in less than six weeks by working with programmers from Germany and Holland.

**Manager, Technical Computer Systems (1991-1995)**

Lead programmers in the development and maintenance of computer programs for engineering department. Eventually responsible for operation of all parts of engineering computer system.

- Managed project to completely replace engineering computer system. Developed migration strategy and made financial justification to corporate. Successfully installed \$1 million system that put twenty-four CAD seats online in <2 months and 25 engineering seats online in <6 months despite major obstacles.
- Developed specifications and implementation plans for document management system that was used as basis for RFQ by MIS department.
- Developed system for automating the design process that eliminated one task for proposals and radically reduced the man-hours required for orders.

*GENERAL ELECTRIC, Power Systems, Fitchburg, MA*

*(1981-1991)*

---

**Systems Analyst/Engineer/Programmer (1987-1991)**

Designed and maintained the critical proprietary CAE software used for design and analysis. Responsible for automating key departmental functions to reduce engineering, drafting, and manufacturing time and improving the accuracy, usability and capabilities of the software.

- Assumed responsibility for major mechanical design program that was not working. Fixed many problems and added many capabilities. Overhauled program to accommodate new products and use new relational database. Engineering and drafting productivity greatly increased.
- Initiated project to use CASE tools in group to provide revision control for all software.

**Design Engineer (1986-1987)**

Responsible for design of custom machinery for the company's new product line. Maintained technical communications with licensor in Italy.

- Developed algorithms for designing with new technology and helped program these into existing software. Greatly reduced hours required create proposals for this type of application.
- Functioned as team leader in project to reduce product costs by structuring one product line.

**Application Engineer (1981-1986)**

Responsible for technical content of proposals requiring the coordination of engineering, drafting and manufacturing. Interfaced extensively with customers, vendors and marketing staff.

- Received GE Management Award for work on first major order of new product line equipment.

*INGERSOLL-RAND COMPANY, Phillipsburg, NJ*

*(1977-1981)*

---

**Design Engineer**

Responsible for the design of custom machinery for new units and upgrades from initial order through testing.

**EDUCATION**

**B.S., Mechanical Engineering**, Lafayette College, Easton, PA (1977)

**CONTINUING EDUCATION AND TRAINING**

Pennsylvania State University CEP, Project Management Courses. (Certificate 2000)

Pennsylvania State University CEP, Introduction to Java

GE WINS Management Program

VAX/VMS Operating Systems

Ingres Database

ANSYS Finite Element Program