

Michael Merrifield

Titusville, FL 32796

SUMMARY

I have spent the last 14 years in the domestic wild-caught seafood industry focused on providing high-quality seafood products to the American public. Prior to that, I spent over 25 years in the Information Technology field working with many outstanding corporations developing innovative and complex solutions to business and technology issues.

PROFESSIONAL EXPERIENCE

CAPE CANAVERAL SHRIMP CO – Titusville/Port Canaveral, FL June 2003 to present
OWNER / CEO – Diversified and developed local, wild-caught seafood distribution including retail outlets. Expanded distribution route throughout the state of Florida. Implemented Hazard Analysis and Critical Control Point program at the processing facility. Participated in South Atlantic Fisheries Management Council quarterly meetings. Chaired SAFMC Deepwater Shrimp Advisory Panel providing critical input to resource management decisions for development of regulations. Traveled to Washington DC 3-4 times per year to update Senate and House Legislators and staff on key issues facing the domestic seafood industry. Member of Southeastern Fisheries Association, industry organization for strategizing on industry issues and presenting a cohesive front to government regulators.

TEAM INFORMATION SERVICES – Lake Mary, FL September 1998 to 2004
DIRECTOR OF MANAGED SERVICES – Full P&L responsibility for the project and outsourcing division of an IT Staffing and Managed Service Provider. Offered IT Strategic Assessment Studies, full life cycle on/off-site Project Development, Project Management Services, Remote DBA Services, and Outsource Services. Developed strategic partnerships to package products and services into a single solution. Defined job requirements, interviewed and hired the necessary staff and worked closely with numerous multi-national recruiting firms. Participated in corporate quarterly performance reviews and annual strategic planning meetings as a member of TEAM management.

IT OUTSOURCE PROJECT MANAGER – Lucent Technologies/Cirent Microelectronics. Participated in contract proposal presentation and negotiation to outsource IT Help Desk, Desktop Support and Unix Administration/Network Support Services. Managed the transition to an outsourced function and redesign to a Customer Care Center. Defined and implemented procedures, metrics and contract reporting mechanisms for measuring performance. Developed and monitored project P&L.

ECOMMERCE PROJECT MANAGER – Developed proposals and managed the analysis, design, build and P&L for multiple ecommerce projects.

VICE PRESIDENT – NORTH FLORIDA - Full P&L responsibility for the Professional and Managed Services divisions in the Central Florida Region. Professional Services provide IT staff supplementation while Managed Services focuses on providing complete technology solutions. Managed a professional sales team, developed sales strategy to increase sales through improved customer satisfaction, higher margin consulting services, and expansion of existing customer base. Managed professional recruiting staff and developed a strategy to increase the average length of contract through increased consultant satisfaction with TEAM.

AT&T WORLD BILLING SERVICES – Maitland, FL February 1995 to August 1998
CONSULTANT TECHNICAL PROJECT MANAGER (TEAM Information Services) - Managed a team responsible for customizing an International Billing And Settlements application for the major telecommunications service provider of Indonesia. Lead numerous on-site trips to gather system requirements, system implementation, training, user acceptance testing and assist client with product turnover. Responsible for staffing, system development/implementation schedules, integration with core product development in NJ and project tracking.

HARRIS AIR TRAFFIC CONTROL SYSTEMS – Melbourne, FL March 1992 to February 1995
CONSULTANT PROJECT LEADER (TEAM Information Services) – Managed the development, deployment and maintenance of an Automated Map Production tool designed to reduce the time from on-site data collection to test-bed and ultimately production of the Voice Switching and Control System (VSCS) being deployed in 22 Air Route Traffic Control Centers for the FAA. Responsible for staffing, project planning/scheduling, software development procedures, standards and change control process. Designed the rules-based, engineering database system to validate collected data and specify switch configuration and population. Utilized Oracle database and development tools and System Architect CASE design tools. Incorporated client/server technology for accessing heterogeneous databases utilizing Q+E database editor with SQL*Net TCP/IP.

MCDONNELL DOUGLAS SPACE SYSTEMS - Kennedy Space Center, FL July 1991 to March 1992
CONSULTANT/SPECIALIST SYSTEMS ANALYST - Analysis, design and implementation of the Project Control Information System for collecting and reporting project costs to NASA in support of the shuttle Payload Ground Operations Contract (PGOC). This project introduced Data Driven Rapid Application Development (DDRAD) methodology to NASA and utilized ProKit CASE tools, ORACLE RDBMS/Development tools on a UNIX platform and VMS/Rdb with TRIM development tools.

EDUCATION

LINDENWOOD UNIVERSITY, St. Charles, MO

- Bachelors of Science in Biology, minor in Math/Computer Science 1980

TECHNICAL TRAINING

SALES TRAINING

- Brian Tracey - The New Psychology of Selling - 1999
- IT Product and Service Sales - 1998
- Oracle Authorized Reseller Partner Training – 1998, 1999

ORACLE CORPORATION

- Oracle Masters Certificates in DBA, Application Design and Development (version 6) - 1991
- Oracle RDBMS Version 7 Features and Options – 1992
- Oracle 8i Features and Options - 1999
- International Oracle Users Group conference 1990, 1993, 1997

ELECTRONIC DATA SYSTEMS

- Systems Engineer Development Program 1985