

## Dan Natchek, CFPIM

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### Profile

- Talented and versatile **ERP/SCM consultant**, with extensive experience in analysis and design, support, documentation, training, and implementation.
- Outstanding **analytical, creative, and problem-solving skills**. Adept at building long-term customer relationships.
- **Articulate and professional communication skills**, including formal presentations, training, recorded demonstrations, and technical publications.
- Productive in both **team-based and self-managed projects**.

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### Areas of Expertise

- **Detailed knowledge of Oracle E-Business Suite** manufacturing and supply chain software, Release 10 through 12, specializing in **ERP, SCM, APS, and Lean business concepts**
- Strong **project management** skills
- Exceptional **requirements definition** and **gap analysis** skills
- Experienced in **configuration, setup, and testing** of Oracle EBS Manufacturing and Supply Chain software
- Excellent written, oral, visual, and multi-media **communication skills**
- Extensive experience in developing and delivering **customized functional and technical training**
- Over 20 years of experience working with clients in a **wide variety of industries**
- Proficient with several **CBT and application recording software tools**

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### Accomplishments

- Managed teams of Oracle and partner experts, both domestically and overseas, to develop and produce a unique series of over 30 **recorded, narrated demonstrations** of Oracle software and partner products for multiple industries.
- Led or participated on teams to **gather requirements**, perform **gap analysis**, and **data mapping; configured and tested** multiple Oracle EBS instances to deliver customized, client-specific demonstrations of the benefits of Oracle software to multiple industries. Drove revenue to Oracle of over **\$35 million**.
- Led an extensive **proof-of-concept session**, leading to a successful implementation of EBS by a large manufacturing company.
- Developed and delivered the original **Oracle Manufacturing Technical Foundation course**, to teach the data model and other concepts to consultants and clients needing to load data, generate reports, or modify the standard software.
- Trained dozens of Oracle implementation consultants on the **features, benefits, and implementation issues** of Oracle Manufacturing applications.
- Trained hundreds of clients and Oracle employees, often as part of an ongoing implementation, on the **use of Oracle manufacturing applications** in their businesses.
- Co-authored *Oracle E-Business Suite: Manufacturing & Supply Chain Management*, published by McGraw-Hill/Osborne, with **sales of over 7,500 copies** as of January 2010, and still "required reading" for many new Oracle consultants.
- Co-authored white paper on Lean Six Sigma with Oracle and Deloitte Consulting contributors

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### Employment – 1992-2009 – ORACLE CORPORATION

#### Solution Specialist, Global Accelerate Program Office (2007-2009)

Managed cross-functional teams to conceptualize, develop, and produce over 30 **recorded, narrated demonstrations** of Oracle software and partner products for multiple industries. Continued to deliver global Supply Chain training by request.

**Global Solution Architect, Applications Global Sales Support (2005-2007)**

Developed and delivered **new software release training across the globe**. Supported global supply chain and discrete manufacturing sales efforts.

**Senior Sales Consultant (1999-2005)**

Effectively delivered presentations and demonstrations of Oracle Manufacturing, including **Advanced Planning and Scheduling (APS)** and Flow Manufacturing, to prospects and customers

**Principal Consultant (1997-1999)**

Trained new consultants on features, benefits, and implementation issues of Oracle Manufacturing applications. Incorporated Technical Foundation training for functional consultants in the curriculum, and developed an integrated manufacturing/financial overview for technical consultants

**Principal Instructor/Education Manager (1992-1997)**

Scheduled and delivered classes on Oracle Manufacturing Applications for customers nationwide. Staffed and managed the manufacturing instructor group, monitored performance, and provided feedback on technical knowledge and presentation skills, and delivered presentations at Oracle events and user group meetings.

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**Other Employment****CULLINET SOFTWARE/COMPUTER ASSOCIATES INTERNATIONAL, INC.****Applications Specialist**

Provided pre-sales support for CA-CAS sales

**Sr. Consulting Customer Service Representative**

Successfully implemented Cullinet manufacturing modules at multiple clients

**Senior Product Consultant**

Developed and maintained demonstration scenarios for use by field personnel

**Senior Customer Service Representative****Senior Course Developer/Instructor**

Developed and delivered training on manufacturing applications

**ARTIFICIAL INTELLIGENCE CORPORATION****Instructor/Customer Support Representative**

Developed and delivered client training, and created the first quick reference guide to the Intellect definition language

**G.E. PROFESSIONAL SERVICES CO.****Senior Applications Specialist**

Led teams to develop a bill of material processor for an aircraft manufacturer, and to develop a generic manufacturing system for the textile/apparel industry

**MITROL INC./ G.E.- MIMS SYSTEMS****Applications Specialist**

Designed and implemented a costing and picking subsystem for a chemical manufacturer

**Senior Technical Writer, Burlington, MA**

Wrote technical documentation and produced the first MIMS quick reference handbook

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**Education**

B.A., English, Boston College, *cum laude*

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**Publications**

*Oracle E-Business Suite: Manufacturing & Supply Chain Management*. McGraw-Hill/Osborne, 2002. 852 pages. (Co-author)