

# William Grimaldi

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Executive Portfolio: <http://www.wgenterprises.com/bill/profile.asp>

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## INNOVATIVE ENTREPRENEURIAL EXECUTIVE

**Highly accomplished masterful and courageous facilitator.  
Proven ability to manage and increase revenue and profitability in excess of 1 Million dollars.**

Over 25 years experience in Business Analysis, Information Technology, sales, purchasing, project management, and large-scale office / personal management. Formulate business requirements, applying emerging technology solutions to support clients business, utilizing their vision, goals and success factors. Implementation management of multiple technologies and major business applications, that results in cost reduction and improved efficiencies.

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## SKILLS AND AREAS OF EXPERTISE

- Senior executive relationship management
  - High level systems design / technical solutions
  - Software requirements, systems integration
  - Strong analytical and conceptual skills with original concepts
  - Streamline business procedures and systems
  - Innovative, strategic, creative thinker
  - Strong Business Intelligence / influence and lead initiatives
  - Strong written and verbal communication skills
  - Handles confidential information with diplomacy and tact
  - MS Office Suite, Visio, project, IIS, DNS, Information Server
  - Custom programming
  - Company Management
  - Business and systems analysis
  - Project Management
  - Strong Leadership capabilities
  - Multi-Task / Multi Projects
  - Strong leader / Team Player
  - Client relationship skills
  - Cross Industry experience
  - ASP, C+, Java Script
  - Achieve Results
  - Interpersonal
  - highly organized
  - Detailed orientated
  - R&D
  - Windows Architecture
  - Accounting & Finance
  - Budgeting, Forecasting
  - Negotiating Skills
  - HTTP, HTML, MS SQL
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## PROFESSIONAL EXPERIENCE

**MRP Electronics**, Mineola, NY 2005 – Present  
Company Operations

- Increased sales and profits in excess of 1 million in first year
- Instituted several programs to motivate sales
- Streamlined work flows and allowed for easy communication of employee concerns and ideas.
- Provided and maintained complete customer satisfaction.
- Managed all warehouse operations and instituted new quality control procedures
- Opened up new avenues of distribution, including International purchasing

**MRP Software**, Mineola, NY 1999 – Present  
CEO

And

**B & B Computer Consulting**, Medford, NY 1991 – 1999  
CEO

Designed, developed and implemented technology solutions, creating many vertical market systems. Working with customers and technical staff created processes, requirements, and design documents, including flow diagrams. By quickly being able to learn a customers vision and business practices, innovative technology concepts were easily implemented due to an analytical ability related to analysis of functional business processes, and lateral thinking to deliver innovative but practical solutions.

Many industries and business environments have been revolutionized, including: Electronic Distribution and Brokering, Publishing, Restaurant Suppliers, Handicapped Health Providers, Wholesalers, Manufacturing, Finance, Hotel Management, Insurance Brokers, Capital Investment Firms and Distributors.