

FRANK J. DELUCA

<http://www.linkedin.com/in/frankdeluca>

45 Langston Lane, Media, PA 19063
(610) 639-0478 • fjdeluca19@gmail.com

Who I Am . . .

Senior Level Executive – Technology, Operations, Strategist

A business-focused technology executive with extensive experience in service delivery operations as well as technology. A quick learner who gets to the root of a problem and comes up with effective solutions. As a trusted deal maker, creates winning results and value for all parties involved.

What I Do . . .

Solve problems, make value driven deals, and deliver results that help companies grow and become more agile. I build high performance teams that focus on priorities to increase revenues and create operational efficiencies. Areas of expertise:

- Strategic Planning/Execution
- Operational Efficiencies
- Project Life Cycle Management
- Organizational Restructuring
- Mergers/Consolidations
- Service Level Management
- Negotiations/Contracts
- Value-Based Vendor Management

How I Add Value . . .

I focus my efforts on improving the company's profitability by:

- Listening to my constituents, understanding the needs and problems facing customers and business partners and developing solutions to their problems
- Learning the business, competition, external factors, and industry technology to create and execute effective strategies
- Identifying areas of opportunity for expense control, then implementing best practices and efficiencies
- Recognizing and mitigating problems before they become emergencies
- Finding ways to get things done in tough situations through positive leadership and employee engagement

Professional Associations . . .

Tech Impact – CIO Advisory Board; Marketing & Public Relations Committee

Society for Information Management (SIM)

Greater Philadelphia Senior Executive Group (GPSEG)