

PIROOZ ABIR

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ENTREPRENEUR, BUSINESS OWNER, INFORMATION TECHNOLOGY PROFESSIONAL, & CONSULTANT

Accomplished entrepreneur, senior executive officer, and consultant with more than 27 years of success within the information technology industry. Leveraging extensive experience working within the IT and business sectors of banking and finance, brokerage, healthcare, legal, and manufacturing. Project management leader with the ability to communicate technical information in a non-technical and actionable manner. Proficiency in assessing various technologies and integrating premium aspects to create a new product or service offering to most effectively meet client requirements. Demonstrated ability to utilize tactical approach and leverage interactive problem solving to reach optimal outcomes.

CRITICAL LEADERSHIP INITIATIVES

- Established own business to provide high security, transactional data print and mail, and electronic delivery of statements for community banks; drove revenue from zero to tens of millions dollars.
- Developed methodologies to communicate with over 60 combinations of bank system platforms including Fiserv, Fidelity Information Systems (FIS), and Jack Henry.
- Closed 75% of sales for 330 banking and financial institutions over a 15-year period, representing banks ranging in assets from \$500 million to \$18 billion.
- Provision of consultancy to Fiserv Banklink division (1993-2000) to transition product offerings from MS-DOS to Windows to Web based solution to ultimately reach clients including BankOne, Chase, JP Morgan.

CAREER TRACK

Founder, Principal, & Chief Technology Officer, PRINTMAIL SOLUTIONS INC., NEWTOWN PA 1993 to 2017

- Co-founded own company from zero (operating out of a garage) to four data centers and 168 employees across the country, building entire IT infrastructure and network and serving as Chief Information Officer / Chief Technology Officer.
- Oversight of business development and expansion, consistently achieving growth rates of 8 - 15% annually.
- Responsible for recruiting, training and supervising 42 information technology professionals across technical customer service, software development, project management, implementation, and high-speed high-security network systems.
- Transitioned organization to next generation of team members.
- Managed all sales and solution engineering functions of the business.
- Establishment and retention of strong client relationships, focusing on clear communications and management of client expectations.
- Additionally, provided support to the healthcare industry across billing requirements and online billing.

IT & Technology Consultant, ABIR ENTERPRISES INC., CONSULTING SERVICES 1989 to Present

- Provision of extensive technical consulting and fractional CTO/CIO services to a diverse range of clientele.
- Fiserv Banklink - \$25 million concern with advisory provided across software development, systems operations, sales and marketing, product management, customer service and implementations.
- Jackson Cook Caracappa – legal firm fractional CTO/CIO including network management, identification and installation of legal business software, system security and software updates, and staff training.
- Freedman's Bakery Inc – multi-million-dollar commercial bakery fractional CTO/CIO, encompassing rescue of distressed software function and transition to new accounting package.
- Siemens Hearing Instruments – IT consultation and management of conversion of systems from legacy application to contemporary system.
- Merrill Lynch – provision of information technology consultancy services.
- CNNfn (Financial News), Shark Financial Network – software development services.
- Donaldson, Lufkin & Jenrette – IT consultancy services with bond trading systems.
- Educational Testing Services (ETS) – IT consultancy and advisory and software development.

EDUCATION

UNIVERSITY OF PENNSYLVANIA
MSE, STRUCTURAL ENGINEERING, 1983

UNIVERSITY OF PENNSYLVANIA
BSE, CIVIL ENGINEERING, 1981

BOARDS & ADVISORY

PRINTMAIL SOLUTIONS INC.
**FORMER EXECUTIVE BOARD
MEMBER**

C12 ORGANIZATION
**PEER GROUP ADVISORY BOARD
MEMBER**

NUMEROUS PRIVATE ORGANIZATIONS
IT ADVISOR

HONORS & AWARDS

MEMBER OF TAU BETA PI – ENGINEERING HONORS SOCIETY
NUMEROUS ACCOLADES FROM CLIENTS

SPEAKING ENGAGEMENTS

INDUSTRY BOARD PRESENTATIONS
SPEAKER

LANGUAGES

ENGLISH – FLUENT

FARSI – FLUENT

HEBREW - BASIC