

JOHN PAUL BOMA GARCIA

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EDUCATION

Kelley School of Business, Indiana University, Bloomington, IN May 2011

Master of Business Administration, Major in Finance and Marketing

- Faculty Selected Member, Consulting Academy and Life Sciences Academy
- Faculty Selected Member, 2010 Abbott – Kelley Consulting Team
- Best Overall Team – Fall 2009, Consulting Academy Case Competition

J.B. Speed School of Engineering, University of Louisville, Louisville, KY

Master of Engineering, Major in Computer Engineering and Computer Science December 2003

Bachelor of Science, Major in Computer Engineering and Computer Science May 2002

EXPERIENCE

Emerson, Houston, TX May 2010 – August 2010

MBA Corporate Sponsorship Program – Emerson Process Management – Daniel Measurement and Control

Pricing Strategist

- Streamlined quoting process leading to an 85% reduction in time required to issue budgetary quotes
- Identified approximately \$13M in profit opportunities through analysis of sales history
- Launched corporate CRM implementation by identifying and presenting potential implementation candidates to the CRM steering committee
- Authored the first draft of the master data model for the Global Skid Systems Group's Global Information Center allowing IT teams to begin software design

Abbott Laboratories, Chicago, IL

November 2009 – March 2010

Abbott Nutrition Division – *Marketing Strategy Advisor*

- Performed an in-depth “war-gaming” competitor analysis identifying approximately 130 acquirable share point opportunities to create multi-national nutrition market leadership
- Recommended a strategy positioning Abbott to protect and increase share in key world areas

Appriss, Inc, Louisville, KY

December 2006 – August 2009

Information Services Group – *Software Engineer*

- Architected and led development of Texas's interface with the FBI's criminal database as per the NDEX initiative, positioning Texas as the national leader of offender data synchronization
- Created an application to analyze offender booking history to search for correlations between criminals, increasing absconded offender capture with the JusticeXchange product
- Built a notification system to alert law enforcement officials about the activity of specific, user-defined criminals of interest, improving customer satisfaction by 20%

Xalix Technologies, LLC Louisville, KY

January 2004 – December 2006

Owner, IT Strategy Advisor

- Spearheaded the growth of a local IT firm's corporate services division from < \$20,000 to \$150,000+ in corporate service revenues over 3 years
- Designed and managed the implementation of a centralized computing system for a multi-state medical rehabilitation billing company which increased revenues by 25% while decreasing overhead

ADDITIONAL

- Greater Louisville Inc. (Chamber of Commerce) Tax Advisory Committee
- Kelley MBAA – Alumni Chair, Creative Services Team, 1st Year Orientation Mentor
- Lead Guitarist and Back-up Vocalist – “Cloudy with Chance of Cowbell” MBA Rock Band