

# Michael B. Comrie

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**SUMMARY:** Over TWENTY-FOUR (24) years of business experience in management; computer technology and programming; sales and marketing; and business consulting and training.

**TECHNICAL SKILLS / KNOWLEDGE:**

Network Administration; Email Administration; Webmaster, Macro programming; E-Document librarian, E-Business development; Contact management and CRM solutions; PC business applications; Help Desk Support

**BUSINESS SKILLS / KNOWLEDGE:**

Sales/marketing management and training; Direct sales/client development; Corporate client interaction; Cost control and vendor management; Proposal development/presentations; Cold-calling/telemarketing; Sales Closing

**CERTIFICATION:**

Registered Representative (NASD), Series 7; Investment Advisor Representative (NASD), Series 63/65/66;  
Registered Commodities Broker (NFA), Series 3; Florida State Life and Health Insurance License  
MAS 90/200 Business and Accounting Software (core modules, installation, tech support, and data file structures)

**EDUCATION:**

Community College of the Air Force  
New York Institute of Finance  
Securities Training Corporation  
Educational Centers  
New York University  
Fred Pryor Seminars

Associate Degree (AA) in Computer Science  
Securities Industry Training (Stocks & Bonds)  
Registered Representative Training (NYSE)/ Series 7  
N.Y. State Life and Health Insurance License  
Computer Science, CICS, COBOL II, Debugging  
Project Management, Business Management

**HONORS / ACTIVITIES:**

Commendation Medal and Good Conduct Medal with the USAF; bilingual (Spanish and English); active member in various charitable fraternities: Shriners, Masons, Elks, and Moose

**EXPERIENCE:**

**Oberweis Securities, Sarasota, FL** *Jun. 2001 – Present*

As the Director of Investments Technology for a financial services firm (securities, insurance, commodities, initial public offerings (IPO's), money management, and mortgage lending), providing enhanced portfolio management and customer relationship management (CRM) using innovative technology and marketing expertise. Responsibilities also include: Sales Management, Client Development, Network Administration, Webmaster, Postmaster and E-mail management, E-business developer, in addition to being Manager and Principal of the firm.

**Embassy Trading Group, Fort Myers, FL** *Nov. 1999 – Jun. 2001*

As the Manager/Principal for a commodities brokerage, personally generated \$250,000 in commissions; developed software for account management, contact management, order ticket processing, portfolio management, database management; and ad hoc software for streamlining all back office operations, and participated in all facets of running a broker-dealer operation, to include sales management, compliance, as well as personal handling of client accounts.

**Gulf Coast Dodge, Fort Myers, FL** *Mar. 1999 – Nov 1999*

As the Internet Sales Manager for a large auto dealership managed all facets of sales and marketing regarding web site and Internet commerce.

**G. Pierce Wood Memorial Hospital, Arcadia, FL** *Feb. 1998 – Mar 1999*

As a Consultant for a state medical hospital, designed, implemented, and maintained numerous MUMPS and Visual Basic programs. Also implemented digital camera and scanner technologies to their current database solutions as well incorporating advanced printer techniques to their reporting system. Provided client/server network and INTERNET troubleshooting and network administration assistance. Also wrote articles for their monthly newsletter.

**Philip Morris, White Plains, NY**      *Oct. 1995 – Oct. 1997*

As a Consultant for a major tobacco company designed and implemented conversions to their general ledger systems from SI to M&D for their subsidiaries, Kraft and Oscar Meyer (COBOL to COBOL II conversions and SAS programming).

**ADP Proxy Services, Deer Park, NY**      *Jun. 1995 – Oct. 1995*

As a Consultant for a national proxy service, designed and implemented modifications to their CICS Printing/ Billing/ Reimbursement systems.

**Transamerica Leasing, White Plains, NY**      *Dec. 1992 – Jun. 1995*

As a Consultant for a major financial and leasing firm, acting as a technical liaison between Headquarters and their worldwide regional locations: domestic and abroad. This system's primary purpose is to track and control the over 900,000 containers and chassis that move in and out of some 500-depot locations.

Responsibilities also included: design and implementation of the Printer Maintenance System, which provide for worldwide maintenance, inventory, installation and customization of printers (IBM 4234, HP LaserJet, and XEROX), "black boxes" (CP150, A/C Mini-print, I-Data, and Laser Card), and network printers; provided total printer support for E-MAIL, JES2, and CICS.

Also, extensive user interface, user training, and international business travel to regional locations in Australia, Singapore, China, Japan, and New Jersey.

**Eastern News Distributors, NY, NY**      *Oct. 1990 – Dec. 1992*

As a Consultant for a major publisher, acted as a technical liaison for IBM PC systems (networked and stand-alone) and communications between the IBM 4381 mainframe.

Specific responsibilities included: automation of PC to Mainframe file transfers, mail-merge, and fax transmissions; PC support for networked and stand-alone systems and systems linked to IBM 4381 via IRMA boards; Help Desk support, user and productivity training, inventory and installation history, maintenance and problem log, network operations.

**QVC Network, West Chester, PA**      *Oct. 1989 – Oct. 1990*

As a Consultant for a national home shopping network, designed and implemented systems for sales support; intersystem communications between CICS and STRATUS of state tax information; and conversions from DB2 to Teradata.

**Blue Cross/Blue Shield of New Jersey, Livingston, NJ**      *Oct. 1988 – Oct. 1989*

As a Consultant for a major health insurance firm, assisted in the system analysis and design of the Claims Adjudication and Reimbursement system (CARS) (Payments and Interfaces subsystem). This system will allow "single stream" claims processing for hospital, medical surgical, and major medical lines of business. In addition, acted as Account Manager to the company and as CASEPAC Data Administrator for the project.

**Shearson Lehman Brothers, NY, NY**      *Oct. 1987 – Oct. 1988*

As a Consultant for a major brokerage firm, assisted in the design and implementation of an on-line name and address system (CPI), containing indicative information for over six million accounts. The system integrated several existing back-office functions, including account maintenance, purging, transfer, document tracking, option suitability, and compliance monitoring, and was predominantly table driven.

**Home Insurance, NY, NY**      *May 1987 – Oct. 1987*

As a Consultant for a major insurance firm, was responsible for upgrading the hierarchy structure to the Claims Reporting System to reflect the company's annual reorganization of it's branch, claim and head offices.

**Donaldson Lufkin & Jenrette / Pershing, NY, NY**      *Sep. 1986 – May 1987*

As a Consultant for a major brokerage firm, designed and implemented upgrades to an on-line Name and Address System (PONA).

**Merrill Lynch, NY, NY Jun. 1986 – Sep. 1986**

As an Advisory Programmer/Analyst for a major brokerage firm, was responsible for extensive debugging and troubleshooting of 15 to 20 production problems daily as a member of the SWAT Team.

The SWAT team provided 24-hour coverage, 6 days a week for all production problems as a part of a major effort to achieve "Bulletproof Processing" at the Data Center.

Responsibilities: Extensive JCL programming and debugging; extensive batch debugging using MVS dumps; problem documentation and follow-up.

**First Boston Corporation, NY, NY Jun. 1985 – Jun. 1986**

As a Project Leader for a major brokerage firm, was responsible for the management and maintenance of the Portfolio Trade History System (PF/THS). This system facilitates institutional trading and provides for security and maintenance of related data.

**Drexel Burnham Lambert / FTS Inc., NY, NY Jun. 1984 – Jun. 1985**

As a Programmer/Analyst for a major brokerage firm, was responsible for the programming, implementation, and maintenance of the Institutional Portfolio System (IPS).

This system provided for the updating, security and facilitation of institutional trading and was a subsystem of the Financial Trading System (FTS). Implemented several CICS programs and batch report programs.

**United States Air Force, Ramstein, Germany May 1980 – May 1984**

As a Programmer/Analyst for a major governmental agency, developed, maintained and documented logistics applications. TOP SECRET security clearance was required.

While assigned at NATO HQ in Germany, designed and implemented the following: the Defense Energy Information System to better analyze energy requirements which effected a savings of 2000 man hours per year; the Command Munitions Management System (CMMS) - this large and complex program dealt with the inventories of munitions in Europe; the Logistics Detail maintenance system (LOGDET); the World Wide Military Command and Control System (WWMCCS). Received the AF Medal of Commendation for Meritorious Service and acquired the rank of Staff Sergeant (SSGT).

While assigned at AWACS HQ in Oklahoma, assisted in the design and implementation of the Notices to Airman System (NOTAMS). This system automates the manual operations of the Air Force Central NOTAM Facility (AFCNF), which provide NOTAM products to all Dept. of Defense (DOD) aircrews and selected civilian agencies worldwide.

**TECHNICAL EXPERIENCE:**

**HARDWARE:** IBM ES 9000, 3090, 3083, 43XX, 370, IBM PC, PS/2, MAC, HP 3000, HONEYWELL 6000 LC, MODCOMP 7870

**PC/MICRO:** **SOFTWARE:** Micro Focus COBOL, DOS, OS/2, Windows XP, 2000, NT, 98, Windows 2000 Advanced Server, UNIX, LINUX, IIS, PWS, Apache, MAS 90, ACT 6.0, Office 2000 (Word, Excel, Access, Publisher, Outlook, FrontPage), Adobe Acrobat PDF, Goldmine, Lotus Notes, Novell, IBM LAN Manager, Norton (SystemWorks, PC Anywhere)

**LANGUAGES:** Visual Basic (VB), SQL, MS Access, MS Macros, JAVA, HTML, CGI, PERL, MUMPS, CACHE, ESPL

**MAINFRAME:** **SOFTWARE:** CICS, IBM JCL, VSAM/IDCAMS, FILE-AID, MVS/XA, OS, TSO/ISPF, SCRIPT/VS, TPX, SCLM, VSE/ESA, DOS/ VSE POWER, VOLLIE, VM/CMS, CP, INTERTEST, CEDF, SDF, BMS, DB2, SQL, QMF, SAR, BUNDLE, CASEPAC, CSP, Teradata Utilities, Table BASE, DFSORT, SYNC SORT, PANVALET, QUIKJOB, SHRINK, NATURAL/ADABAS, SHOW, ROSCOE, FOCUS, IDMS DB, IMS DB, Honeywell (GCOS, IDS, ISP)

**LANGUAGES:** COBOL II, Micro Focus COBOL, SQL, TSO/ISPF REXX/CLIST/ Panels and Dialog Manager, EZTRIEVE Plus, ASSEMBLER, SAS, NATURAL, FORTRAN, BASIC