

Michael Michelini

Sales Representative at Shadstone Sourcing

mike@shadstone-sourcing.com

Summary

Professional experience I have had stretches far and wide. Working as a quality control specialist and CAD designer at a sub contractor machine shop - I saw it go from flourishing to bankruptcy. Later rode the dot com bubble as a database programmer for Kozmo.com in New York City. Later to AT&T as a quality control engineer for the business telecom group, to see the division sold off later. Spent about 5 years at Deutsche Bank - working in various departments, ending on the Distressed Debt trading floor - I would say my experiences are diverse - which have helped shape me as a knowledgeable business consultant.

Specialties

I have worked for ecommerce and web design companies - I have built supply chains with international companies. I see in international business - the world is flat - trend to continue - and we are still in the infancy. My prior experiences, my love for experiencing international cultures all qualify me as a business consultant in the import export business.

Experience

Sales Representative at Shadstone Sourcing

February 2007 - Present (6 months)

Sales and marketing representative, aggressively networking Shadstone Sourcing with clients - both suppliers overseas and US based buyers.

Utilizing my financial experience and engineering background, actively partner with my current business partners to improve their bottom line, streamline their operations, and improve profitability.

1 recommendation available upon request

Co Founder at Parallel Phenomena, Inc.

October 2004 - Present (2 years 10 months)

Parallel Phenomena, Inc., New York, NY

Oct 2004 - Present

Chief Executive and Co-Founder

- Exercising my technical and business knowledge, seized the opportunity to start an e-commerce retail company
- Built three web stores, utilizing HTML and customizing templates to take advantage of search engine optimization (SEO) marketing opportunities utilizing relevant and focused keyword structures, meta information, and categorized link directories utilizing Zeus Marketing Tool
- Initiated and foster healthy relationships with various wholesalers and suppliers for these

commerce web stores

- Manage Pay-Per-Click (PPC) advertising budget with various search engines and shopping comparison sites

Distressed Debt Trading Assistant at Deutsche Bank

May 2003 - April 2007 (4 years)

- Gained exposure to four operational departments during the course of the eighteen month training program: Settlements, Purchase & Sales, International Stock Loan, and Corporate Bond Trade Support
- Participated in a four week training program in London, England covering general leadership, management, and financial product training
- Initiated 6 member graduate team to aid in firm's technology transfer of back-end settlements system, eSPEAR
- Liaison hostile stock buy-in situations through phone calls with all involved parties to issue time extensions
- Created morning reports for traders' support team, proactively repairing account and money differences
- Researched and solved transfer costing problem between Technology departments
- Served as central point of contact regarding department's inventory & costing issues.
- Participated in monthly financial review meetings with Controller's which reviewed the monthly financials (both direct & indirect)

1 recommendation available upon request

Sales and Marketing at Mobatech, LLC

January 2004 - November 2004 (11 months)

- While on-board this mobile Java software company, sales grew exponentially, making its flagship Mobile Checkbook software the most highly downloaded application multiple months on end on the Java Platform
- Initiated and managed Customer Relations Management (CRM) campaign by actively updating current clientele with software version updates, in effect helped grow brand awareness and a small viral marketing effect
- Participated in 5 day Handango Annual Trade Show in San Diego, California, stemming strategic partnerships with an outsourcing porting company, hardware porting company, and other J2ME (Java) software companies

Financial Advisor Assistant at Morgan Stanley Dean Witter

January 2003 - June 2003 (6 months)

- Worked closely with a team of Certified Financial Advisors in conducting marketing activities, focusing on new client acquisition and increasing sales to existing clientele
- Acted as a valuable team member in the financial planning process: risk assessment, goal establishment, and portfolio modeling
- Promoted to "team leader" and trained all new interns, coordinated schedules, managed

databases, and planned educational seminars

Metrics and Quality Control Transmission Engineer at At&t

May 2001 - September 2001 (5 months)

- Assisted in deriving the quality control process for transmission engineering
- Developed matrixes and templates for the review of transmission, provisioning, and site survey jobs
- Created control charts for departmental assessments utilizing MS Excel and AUTOCAD software

Database Programmer at Kozmo.com

April 2000 - September 2000 (6 months)

- Created plan for data extraction of demographics as part of a B2B joint venture by conceptualizing and debugging production trigger programs using PL/SQL and expediting database efficiency using an array of software tools
- Conceptualized and debugged production trigger programs using PL/SQL
- Expedited database efficiency using an array of software tool interfaces

Purchasing Assistant & CAD Designer at Barridon Aircraft

March 1998 - August 1999 (1 year 6 months)

- Created purchase orders with suppliers utilizing MS Access
- Practiced quality control procedures on machined rings and segments for Pratt & Whitney - Canada
- Drafted machine shop tools using Master Cam Lathe/Mill CAD Software

Education

Stevens Institute of Technology

Masters, Technology Management, 2001 - 2003

Stevens Institute of Technology

Bachelors, Engineering Management, 1999 - 2003

Activities and Societies: Delta Tau Delta Fraternity
Resident Assistant

Honors and Awards

Boy Scouts of America - Eagle Rank

"The Seven Habits of Highly Effective People" Course Certificate

NASD (National Association of Securities Dealers) Brokerage Licenses: Series 7 / Series 63

Interests

traveling, reading, learning.

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2 people have recommended Michael

"I thoroughly enjoy working with Michael. He is professional and motivated. We share a passion for customer service. Michael is a genuine stand-up guy, and I would highly recommend doing business with him."

— **Scott Docherty**, *Owner, Red Hare Graphics*, was a consultant or contractor to Michael at Shadstone Sourcing

"It is a pleasure to work with Michael: he is very intelligent, goes above and beyond expectations, and is always ready to lend a helping hand."

— **David Nathanson**, *Assistant Vice President, Deutsche Bank*, worked with Michael at Deutsche Bank

[Contact Michael on LinkedIn](#)