

MICHAEL PETRIE
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**Summary Of
Qualifications**

- Diverse business and consulting experience with small, medium and large accounts
- Highly developed customer service skills and documented sales performance
- Platform skills and presentation experience with variety of audiences
- Expert computer skills across all platforms and popular applications
- Project management and implementation experience

**Professional
Experience**

Netsmart Technologies

October 2005 – present Position: **Senior Director, Client Solutions**

December 2001 – October 2005 Position: **Senior Systems Analyst**

- Manage core team of 6 sales engineers and consultants
- Support the sales process through technical consultations and product demonstrations
- Support the product development effort through consultation and prototype software development
- Support operations through completion of special projects and software configuration
- Support marketing through conferences, RFP completion and website management

The Echo Group

November 2000 – December 2001 Position: **Strategic Systems Consultant**

- Consult with and Implement new ASP and client server customers
- Train new customers to use both basic and system administration features
- Serve as internal project manager for 6+ month installations
- Provide software demonstrations

Magellan Health Services (formally Human Affairs International / Aetna)

March 1999 – November 2000 Position: **Account Executive**

September 1998 – March 1999 Position: **EAP Training Consultant**

February 1996 – September 1998 Position: **Account Representative**

- Sell, implement and managed both employee assistance and behavioral health / substance abuse programs for fortune 100/500 client companies
- Handled high-level behavioral risk management cases and trainings
- Managed, designed, delivered and staffed all requests for on-site workshops and seminars for Magellan's EAP client companies

Community Access Unlimited

July 1995 – February 1996 Position: **Human Resources Generalist**

- Recruiting, staffing, performance management, benefits and vacation administration
- Organizational development activities including survey and program evaluation

Education

BA in Psychology – Richard Stockton State College – Pomona NJ, 1993

MA in Industrial Psychology – Fairleigh Dickinson University – Madison, NJ, 1995

**Computer
Skills /
Certificates**

- Proficient in all operating systems: Windows, MAC OS, UNIX/Linux
- Very knowledgeable of most popular office programs including MS office applications
- Database Administration for MS Access, SQL Server, MySql, Postgres and Oracle
- Hand coding for HTML, ASP, PHP, WML, XML, Javascript and Cold Fusion
- Certified Crystal Reports Designer

References

Available upon request