

Anthony J Morosini

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An entrepreneurial senior executive with 20 years of domestic and international experience, primarily in IT services and executive search related businesses. Major areas of expertise include P&L management, new business development, hands on systems engineering, technology development management, offshore management, and building profitable lines of business.

COMMERCIAL EXPERIENCE

MOROSINI GROUP, LLC – PRESIDENT

ZIBA GROUP, INC - EVP OF BUSINESS DEVELOPMENT,

2004 TO PRESENT – BAY AREA, CALIFORNIA

- In 2004, I began working as a consultant for Ziba Group, a Bay Area boutique consultancy focused on senior information technology and product marketing consulting within the financial services industry. For Ziba, I worked daily with Visa in Foster City, California. In this consulting capacity, I interfaced directly with 50 large banks in the USA, Europe and Canada on behalf of Visa. I worked with these member banks to plan and manage the implementation of back office systems developed by Visa and used by the member banks.
- Shortly after joining Ziba I created the Executive Search division of the business, in partnership with Ziba Group owner Chad Zucker. This was the genesis of Morosini Group, LLC.
- Today, my relationship with Ziba Group is primarily as their vendor of choice for all consultant recruiting.
- From 2004 through 2008, Morosini Group, LLC produced, on average, three placements per month, which were a combination of permanent placements and consultants.
- I developed unique approaches for sourcing, including a strong consultative sales approach with candidates, search engine optimization techniques for the online presence, use of offshore sourcers, and a profit share model with small consultancies to produce consistent revenue and profits. Profits have grown 50% to 100% per annum as the business now enters its fifth year.
- Created a social networking subsidiary, Techocracy.Net, as a means to attract senior candidates.
- During this time I signed clients including Philips, EMC, NEC, Icahn Group, Bearing Point, Keane and numerous startups. My firm has provided senior consultants for firms such as Visa, Barclays and Philips.

CARITOR, INC(NOW KEANE, INC) – WESTERN USA GENERAL MANAGER – 2003 TO 2004 – SAN FRANCISCO

- Sales responsibility for the west coast for a mid-sized offshore IT services vendor.
- Involved with the account management of two large accounts, Honeywell and Wells Fargo. These two accounts included approximately 500 staff, mostly in Bangalore and Chennai.
- Worked in a combination hunter, account manager, and project delivery role, securing significant business with Citigroup in NYC.
- In 2007 Caritor acquired Keane, Inc.

SAPIENT, INC – DIRECTOR OF BUSINESS DEVELOPMENT - 2002 TO 2003 – SAN FRANCISCO

- Sole business development person in the Western USA within the communications and high tech vertical practice. Sapient sold high end custom application development services, with an emphasis on complex integration, ethnographic research, user experience, and award winning user interface design.

- Sold consulting work to Cisco and Verizon Wireless.
- Managed proposal development for these accounts, as well as Sun Microsystems and numerous startups.

APTEGRITY, INC – SVP OF SALES AND MARKETING – 2001 TO 2002, SAN FRANCISCO AND NYC METRO

- Hired to revive a struggling VC funded startup. Aptegrity performed systems management services, specifically targeting eBusiness applications.
- Managed six internal sales people and a dozen outside sales people in the UK, East Coast and the West Coast.
- Left after one year due to financial conditions of the firm.

SAGE IT PARTNERS/ XPEDIOR – PRESIDENT OF EUROPEAN DIVISION/MANAGING DIRECTOR – 1996 TO 2001

– SAN FRANCISCO AND LONDON

- I was hired by Sage in 1996 as a Project Manager. Sage was one of the original eBusiness integrators, developing custom Internet based applications and distributed object computing before there was a significant industry focused on this type of work.
- Within a year I was promoted to Director and asked to take over a struggling “eCommerce Division”.
- I leveraged a relationship with a then fledgling company called BroadVision. Over the next four years we performed approximately 50 BroadVision projects and in our final year this accounted for \$50M of the company’s \$200M revenue globally. This was the single biggest offering within the firm, created from a single project initially for HP which I sold.
- I was promoted to Managing Director of our European Region. In January of 1999, I arrived in London with a few leads, but no signed deals and no employees.
- During my first year I sold and delivered \$3M worth of consulting project work, and then \$14M in 2000. I had offices in London, the Netherlands and Munich with 100 employees. We performed work for HP, Asda(Walmart in the UK), British Telecom and a few start ups.
- In early 2001, Xpedior went into bankruptcy and we sold the UK office to Arthur Andersen. It was the only Xpedior office that was sold. All others simply closed during the dot com meltdown.

ACCENTURE – 1988 TO 1995 – WASHINGTON DC AND SAN FRANCISCO

- Worked in Accenture’s communications industry vertical practice.
- Zero bench time in over seven years, while I worked for clients such as MCI, Pac Bell and US West
- My primary expertise was in telecom billing, where I coded, designed and managed large complex system projects across the United States.
- Worked as part of a three person sales team, selling \$25M in services to US West during the early 90’s.

EDUCATION

VIRGINIA TECH - BS DEGREE IN INDUSTRIAL ENGINEERING AND OPERATIONS RESEARCH, 1988

COMMUNITY AFFILIATIONS

- Board member, Piedmont Community Church
- Board member, Sibley Neighborhood Security Association
- Occasional volunteer for Oakland Police Department
- Former Virginia Tech Bay Area Alumni President