

JEROME M. PRADIER

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Qualifications: Articulate leader, manager and entrepreneur with over twenty-five years of broad experience planning and executing high visibility projects and programs. Known as “the fixer” for my track record of creatively turning around the most troubled teams and situations.

- Scholarship:**
- M. A., Philosophy, State University of New York at Albany, 1981
 - M. S., Management, Troy State University, European Division 1980
 - B. A., Philosophy, St. Joseph's Seminary (Catholic University of America), 1970
 - Certification, Harvard University Business School, Leadership Development, 2001
 - Certification, Auburn University of Montgomery, AL, Project Management, January, 1999
 - Certifications, USAF Academic Instructor, 1989; USAF Technical Instructor, 1976
 - Certification, Air Force Leadership and Management Development Center, 1976
 - Certification, Department of Defense (DoD) Equal Opportunity Management Institute, 1976

- Selected Project Management Experience:**
- Improved the servicing of over 250 business accounts winning the confidence of high-profile clients in a countywide technical service reorganization representing well over \$1 million in recurring and non-recurring revenue annually, 2002-2004.
 - Managed the simultaneous development and distribution of recurring, 40-volume, college-level curriculum along with the development of six supporting comprehensive exams each year. Successfully met all deadlines from initial planning through distribution of all course materials worldwide to 3000+ executive-level military students annually, 1997-2001.
 - Managed the reengineering of a computer-based strategic planning program, converting it from DOS to an Internet-based DoD-wide exercise, requiring the coordination of strategic planners and computer programmers from all military services, 1999.
 - Planned and directed the annual Alabama Child Abuse Prevention Month commemoration. Introduced two innovative projects, the public relations success of which made them annual events, 1998 & 1999.
 - Led the development of a new strategic plan for the largest foreign language college in the world. Outlined the basic planning process and taught key personnel the principles of strategic planning that aided them in developing the plan. The success of the plan is demonstrated in its prominence during the school's reaccreditation process, 1997.
 - Guided organizational leaders in identifying evaluation problems and formulating a revised policy. Led a team of key managers in a four-month process of identifying strengths and weaknesses in skills testing to formulate recommendations to the president for radical changes, all of which were adopted, 1996.
 - Conceived and guided the development of a suite of computer-based evaluations that resulted in a instantaneous feedback with more information that was more relevant than the previous paper-based evaluation system, 1995-1996.
 - Developed and implemented a coordinated quality control system that used cross-functional teams of experts to find best practices and areas in need of improvement. Improved the previous system that foundered as a result of administrative overload by streamlining and introducing a sound tracking system for accountability, 1995-1996.
 - Headed the team of engineers, contractors and functional managers in the design of a 142,000 square foot academic complex in a unique, design-to-build project in order to complete construction in minimal time, 1986-1987
 - Created, produced, and wrote educational television series for Air Force Academy, 1984-85

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- Program Direction:**
- Reorganized the business plan and organizational structure of 55th ranked security company in the nation, 2001.
 - Planned first Total Quality Management curriculum for Air Force instructors, taught specialized courses to the staff of the Chief of Staff of the Air Force and National Guard Bureau, 1988.
 - Managed the development and maintenance of a 26-volume English course of \$8 million in annual foreign sales, 1985-1989
 - Established and managed schools in 27 international locations while managing 3500 international students annually and 398 teachers in a stateside college-level school, 1985-1989.
 - Planned and directed a specialized training program for cadets at the Air Force Academy requiring the coordination of 45 cadet leaders and 42 commissioned officers responsible for monitoring and helping to conduct the training, 1982-1984.
- Resource Management:**
- Increased new account revenue by an average of 45 percent over two years in one department and recovered lost revenue of over 250 accounts in a separate department, 2002-2003.
 - Found a provider and negotiated training program development system that saved over \$350K in development costs for a computer simulation project, 2000-2001.
 - Saved \$70,000+ through restructuring and \$278,000 on course development, 1987-1989.
 - Reduced personnel grievances by 80% within one year, 1986.
 - Reduced foreign travel costs by increased use of consulting teams overseas, 1986-1989.
 - Successfully negotiated training programs and policies for the U. S. Government with foreign military representatives, 1986-1987.
- Work History:**
- **Chief Information Officer and Special Assistant to the CEO**, Apex Security Group, Glenwood Springs, CO 2001-2004
 - **Founder and CEO, Development and Training Services Network**, Montgomery, AL 1999-2001.
 - **Assistant Dean of Nonresident Studies; Webmaster; and Department Chair, Curriculum and Technology Integration**, Air War College Nonresident Studies program, Maxwell AFB, AL, 1997-2001.
 - **Director, Quality Center**, Presidio of Monterey and Defense Language Institute, Monterey, CA, 1996-1997
 - **Associate Dean of Program Evaluation, Research, and Testing and Director of the Evaluation Division**, Department of Defense Language Institute Foreign Language Center, Presidio of Monterey, CA; 1993-1996
 - **Chief of Evaluation, Curriculum and Strategic Planning and Chief of Teaching Skills Division**, Air Force Academic Instructor School, Maxwell Air Force Base (AFB), AL; 1989-1993
 - **Dean of Academics**, Department of Defense Language Institute English Language Center, Lackland AFB, TX; 1986-1989
 - **Assistant Professor of Philosophy and Director, Honor Code Education**, U. S. Air Force Academy, CO; 1980-1986
 - **Chief of Social Actions**, San Vito dei Normanni Air Station, Italy; 1977-1980
 - **Instructor of Personnel Management**, University of Maryland, 1979
- Additional Skills and Memberships:**
- Twelve years of experience in corporate and community relations and public speaking and writing.
 - Fluency in speaking and reading Italian and French, limited fluency in Spanish
 - Five years of Webmaster and Web design experience in HTML and JavaScript, and experienced in MS Office, Asymetrix ToolBook II, Advanced UNIX System V, Object-oriented principles, "C" programming and design, Visual dBase, Lotus 1-2-3, and SQL
 - Member: Leadership San Antonio, Leadership Montgomery (AL), Leadership Monterey Peninsula (Long-range Planning Committee & Board member, 1995-97), USAF Officer Training School Alumni Association (National President, 1984-85), Child Abuse Prevention Council of the Monterey Peninsula (Board Secretary, 1996-97), Alabama Council on Child Abuse Prevention Board member (1998-2000)