

## Curriculum Vitae

### **Leslie Joel EINHORN**

Address: 305 Coopershoot Road  
Coopers Shoot NSW 2479

Mail Address: PO Box 950  
Byron Bay NSW 2481

Mobile: 0412 03 03 66

Email: [Les@Les.com.au](mailto:Les@Les.com.au)

**Objective:** To work in a senior position with professionals for a substantial Northern Rivers based organisation, utilising my IT and management experience.

#### **Career Highlights**

Director of **Logical Effective Solutions Pty Ltd**, supplying Information Technology Goods and Services

- Developed Staff Management, Quality Assurance and global Patent web applications for [Hospira](#) (formerly [Mayne Pharma](#)) (2000 – 2007)
- Project Management of \$1.5M Laboratory Information Management System at [Southern Cross University](#) ([Labware](#), multi platform) (2006)
- Developed web based [Conflict Cost Calculator](#) for [CLE Consulting](#) (MS Excel, Java, php) (2006)
- Devised sophisticated publications, guides and presentations, designed National New Product Launch for [Wattyl Australia](#) (2005) judged as responsible for raising share price
- Implemented numerous Customer Relationship Management systems Custom Built, [Tracker](#), [ACT](#), [Goldmine](#), [Sales Logix](#), [MS BCM](#), etc.

As Systems Consultant at **FHA Information Systems Pty Ltd** worked in small team for 'C' level executives at **National Australia Bank** to implement Group Resource Information Productivity Planning System (GRIPPS) Expert System / Application ERP System (IBM System 9370, VM/AS, SQL, ISPF)

As Systems Consultant at **FHA** was responsible for planning and installing ERP plant control system at **EXXON Petrochemical**, integrated IBM to existing Honeywell equipment (IBM 9370, VM, PROFS, NOMAD, GDDM)

Joined **IBM Australia Pty Ltd** at the right time to significantly help deliver leading edge distributed teleprocessing within the financial, insurance, office and manufacturing sectors. Presented new & emerging technology Australia wide at the **IBM World Technology Exhibition**, including Scanning Tunneling Microscopy and new Polymer Technology.

As Engineering Change Manager, Victoria at **IBM** used leading Change Management principles to manage customers and staff to update to mainframe / midrange applications and equipment.

**Work****History****1990 to****Present**

Director

**Logical Effective Solutions Pty Ltd**

Aligning IT to meet client business requirements; Project Management, Strategic Consulting, Work Flow Analysis, E-Commerce Consulting, Network Design and Training, Implementation & Support of diverse Applications.

Australia wide distribution of Information Technology Goods & Services,

Pre and Post Sales and Support across broad IT product range,

Internet, Mail, WEB and VoIP Service Provision; web design,

Staff & People Management, Training and Seminars,

Experience with SOHO, SME, Professional Services, retail, manufacturing, corporate and government sectors. Diverse project management background and broad awareness across industries providing outstanding skills in customer engagement, strategic planning, systems integration and project delivery.

**1990 to 1993**

Administrative Coordinator

**The Whole Health Institute (Australia)**

Educational Organisation representing all healing modalities. Worked closely with President and national board.

I changed operating deficit to cash positive, grew membership from 30 to over 600 through improved publications, seminars, events, public relations and implemented highly successful volunteer system

**1992 to 1993**

Account Manager

**Jemasys Pty Ltd**

Sold and Supported third party system software to Australia / New Zealand IBM mainframe sites. Included extensive involvement with IBM User Group **Australasian Share/Guide**.

**1991 to 1992**

IT Personnel Recruitment Consultant

**Acutus Information Management Consultants Pty Ltd**

Provided recruitment services predominantly to both Australian and overseas companies in IBM Mid Range and Mainframe environments.

**1988 to 1991****FHA Information Systems Pty Ltd**

Systems Engineer, Technical Specialist, Product Manager, Account Manager, consulting in IBM Mid-Range and Mainframe to the highest corporate level. Performed Systems Management, Database Design, contract marketing, Trouble-Shooting, Strategic Planning, Business Analyst and associated skills.

Established and managed Australia/NZ Software Support Centre for IBM VM third party software. Designed and presented computer education courses and seminars.

Member of small team to implement and maintain **Telecom** new Directory Information System that improved updates to Australian Phone Directories from 30 days to within 24 hours (IBM MVS, SMP/E)

Extensive Australia and New Zealand **IBM Mainframe User Groups; Australasian Share Guide** (ASG), **COMMON** Australasia, **Capacity Measurement Group** of Australia. Presentations in “Disaster Recovery Planning”, “Security”, Capacity Management”, “Office Automation” and “PROFS Likes & Dislikes”.

#### 1980 to 1988 IBM Australia Pty Ltd

- Pre and Post Sales Support of both Hardware and Software. Installation, training, maintenance, change management, second level support, account management related to literally several hundred different models of IBM Hardware and Software.
- Field Instructor - created and presented IBM education courses to Australian and international students
- Presented new & emerging technology Australia wide at the **IBM World Technology Exhibition**, including Scanning Tunneling Microscopy and new Polymer Technology
- Part of small team to establish new Programming Support Branch in Victoria, implemented faster supply of Program Support Fixes from five working days to within 24 hours.
- Created problem determination procedure for Automatic Teller Machines, reducing average downtime from over two days to two hours.

#### Community Development

2004 – 2007

##### Change to Sustain

With the Office of Regional Engagement from [Southern Cross University](#) and **Community Learning Innovation Centre Network Inc.**, jointly developing a Sustainability Web Portal, mentoring SCU students, liaise with significant community / government bodies

2002 – 2003

##### Community Technology Centre

Mullumbimby, Bangalow, Brunswick Heads, NSW

Member of funding and founding committee, Les was instrumental in obtaining grants of \$250k to establish modern technology centres in Byron Shire.

#### Community Involvement

- [Byron Bay Pre-School](#), [Byron Bay Community School](#), [Byron Bay Public Primary School](#)
- Coopers Shoot Community Progress Association
- [The Fatherhood Project Inc](#)

**Educational Background** 1977 - 1979 Royal Melbourne Institute of Technology:  
Certificate of Technology (Electronics)  
Certificate of Technology (Audio Visual Media)

**Other Training** Numerous small courses, including Leadership, Small Business, Marketing, Sales, Communication, Bookkeeping, Time Management, Technical Training  
Worked over three years as Instructor for IBM Australia Pty Ltd  
Worked as Instructor whilst at FHA Information Systems Pty Ltd

**Referees**

Justin St Vincent-Welsh Engagement Officer Southern Cross University Phone: 02 6626 9250 <a href="mailto:justin.stvincentwelch@scu.edu.au">justin.stvincentwelch@scu.edu.au</a>	Greg Jordan Managing Director Integrated Chromatographic Services Pty Ltd Phone: 0408 487 671 <a href="mailto:greg@icsanalytics.com.au">greg@icsanalytics.com.au</a>
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**Personal**

Associate Prof. Sam Garkawe School of Law & Justice Southern Cross University Phone: 02 6620 3103 <a href="mailto:sam.garkawe@scu.edu.au">sam.garkawe@scu.edu.au</a>	Albert Sattler Managing Director Pantirer Pty Ltd Phone: 0412 35 30 30 <a href="mailto:asattler@hilink.com.au">asattler@hilink.com.au</a>
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Additional Referees available on request.