

# RICHARD HOYNES

Executive Consultant to the C-Suite

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## SUMMARY

Successful business results-oriented senior leader with more than 30 years experience with fortune 50 companies. Significant business and information technology leadership experience in consulting, corporate, and business startup environments. Proven ability to transform organizations, deliver value, and lead across multiple businesses. Significant successful leadership through multiple concurrent mergers, acquisitions, and divestitures. Strong delivery leader with the ability to execute in complex environments. Effectively develops relationships with key business partners and manages diverse stakeholder interests. Consistently ranked in the top 10%. Started a 501c3 non-profit to help address the social issues of our times. Recently published a photographic coffee table book called Great Jersey Musicians. A portion of the profits are going to charity.

## WORK EXPERIENCE

Jun 2008 - Present Executive Consultant to the C-Suite

Independent Consultant/Executive Coach

Assisted various companies with business growth strategy. Examples:

- Assisting the Rutgers Business School with strategy development to make Rutgers the University of choice for prospective students
- Technology assessment, strategy, and implementation for REMAX (2017)
- Interim CEO for a SaaS software company in the insurance and legal industries (2014/15). Led the turnaround of a 3-year-old business with \$2M in revenue, cash flow negative. Developed the business plan, driving profitability in year 1 and targeting \$20M in revenue over three years.
- Advisor to the Chairman of the Board of the State Theatre in New Brunswick, New Jersey - Assisted with business strategy and board presentations. (2013/14)
- Advised the CEO of a HIPAA compliance company on Business Strategy - Developed and implemented a revenue growth strategy across all business functions. (2011)
- IT Transformation Strategy Consulting for the US and Americas CIO's of Pernod-Ricard, Purchase, NY. (2010/11)
- Advised the CEO of an IT consulting/placement firm with business growth strategy. (2008)

Jun 2008 - Present President

[AMA Ventures, LLC](#)

Owner/founder of a successful real estate investment and development business. Designed and built an energy free "green" equestrian center. Realized a ROI of 104% over the prior 24 months.

Jun 2007 - Jun 2008 Chief Technology Officer

[Tyco International](#)

Lead IT role across Tyco, head of corporate IT, and leader of the IT Leadership Council comprised of 13 business unit CIO's. \$19.5B in sales after divestiture of 2 non-core divisions (Covidien and Tyco Electronics), 117,000 colleagues, 4 key businesses in over 65 countries.

- Successfully delivered the turnaround of corporate IT following a 55% reduction in the IT budget and resources in the aftermath of 2 CIO's over the prior year and a significant corporate restructuring.
- Realized significant increase in customer satisfaction across all IT services.
- Completed the successful execution of enterprise wide sourcing & supplier management, infrastructure, IT Security & Compliance, and talent

management initiatives across Tyco in a "states rights" business model.

Dec 2006 -  
Apr 2007

Vice President, Global Information Technology

[Johnson & Johnson](#)

Pfizer IT executive lead for the integration of Pfizer Consumer Healthcare into the Johnson & Johnson Consumer Group

- Successfully delivered the integration strategy and approach for the integration of Pfizer Consumer Healthcare systems and colleagues into the J&J Consumer Group.
- Led the transition of Pfizer Consumer Healthcare IT into J&J.

Nov 2000 -  
Dec 2006

Vice President and Global CIO

[Pfizer Consumer Group, Pfizer Inc. \(Acquired by J&J in 2006\)](#)

CIO for Pfizer's Consumer businesses: OTC Pharmaceuticals, Consumer Healthcare, Adams Confectionery business, Schick & Wilkinson Sword, and Tetra (\$5.5 Billion total sales, \$4B after the sale of the 3 non-core businesses, the acquisition of Pharmacia, and 5 years of industry leading top and bottom line growth).

- Consistently delivered strong business value from IT while managing through the simultaneous integration of Pfizer with Warner-Lambert and Pharmacia, and the divestitures of three non core consumer businesses, Schick (sold to Energizer), Adams (sold to Cadbury Schweppes), and Tetra
- Delivered an annual portfolio of IT enabled business investments enabling growth, agility, and innovation in R&D and across the business. This was delivered through best in class talent, governance, and portfolio and project management, and strong customer focus.
- Achieved a customer satisfaction rate of 96% across all IT services and drove IT spend below the industry average. Achieved an annual voluntary colleague attrition rate of <5>
- Realized \$300 million (20%) in IT cost reductions across Pfizer Inc. as the IT Lead in the development of the Pfizer IT "Adapting to Scale" Program. Redirected 5-10% of baseline IT spend towards innovation annually.

Feb 1995 -  
Nov 2000

CIO, Sr. Director, Global IT

[Warner-Lambert Consumer Healthcare \(Acquired by Pfizer Inc. in 2000\)](#)

Held various positions of increasing responsibility including Sr. Director, Global IT, Warner-Lambert Consumer Healthcare; Director, International IT, Warner-Lambert Corporate; Director Research Information Management, Warner-Lambert Consumer Products R&D.

- Restored the credibility of IT within the organization, implemented best in class processes and realized a customer satisfaction rate above 90% while redirecting investments towards IT enabled innovation.
- Developed leading edge IT enabled business strategies and capabilities through strong collaboration with the business. Consistently delivered on commitments.

Apr 1987 -  
Feb 1995

Consulting Engagement Executive

[IBM Corporation](#)

Consulted clients in the pharmaceutical, consumer products, utilities, finance, and securities industries with the development and implementation of effective information technology strategies.

- Joined IBM as a Finance Industry Specialist and held various customer facing technical and managerial consulting positions of increasing responsibility. IBM Certified IT Architect.
- Built strong client relationships. Consistently delivered business value and exceeded client expectations. Directed teams of consultants on

Information Technology Strategy, Planning and Implementation Projects in various industries. Received numerous awards and recognition from both IBM and clients. Consistently ranked in the top 10%.

- Sep 1984 - Adjunct Professor  
Jun 1987 Raritan Valley Community College Inc.  
Developed and taught various computer programming courses.(e.g. CICS-Command and Macro Level,Assembler, Cobol, Pascal, Intro to Computer Science)
- Sep 1985 - Manager, Application Development  
Apr 1987 Anchor Savings Bank  
Led the development and support of several large systems banking applications.These included Customer Information System, Branch Automation, Savings, Demand Deposit and Automated Teller Machine applications. Programmed systems in CICS Command and Macro level, FCL, Assembler, PL/1 and Cobol.
- Jun 1980 - Project Manager, Senior Programmer Analyst  
Sep 1985 National Westminster Bank, NA  
Lead developer of various banking systems in support of bank acquisitions, and new systems development.Developed banking branch automation systems.Programmed Automated Teller Machines and ATM switches.

## EDUCATION

- 1984 Bachelor of Arts  
[Rutgers College, Rutgers University](#)
- 2001 Advanced Management Program  
[Harvard Business School, Harvard University](#)

## INTERESTS

- **Member, Advisory Board, Rutgers Business School** (2017-Present)
- **Member, Board of Directors, American Red Cross of Central Jersey** (2008-Present)
- **President, GreatJerseyMusic.com**, a nonprofit supporting musicians in New Jersey (2009)
- **Member, Board of Directors, Optical Systems Inc.**, Edison, New Jersey (1992 – 1998)
- **Member, Business Executives for National Security**
- **Member, Corporate Executive Board - Working Council for CIO's, Washington D.C.**
- **Member, Board of Directors, FISH Hospitality Program** (2008 - Present)
- **Member of FISH Inc. Dunellen Area**, a non-profit corporation of 400 volunteers that provides emergency help to approximately 2000 poor families in Middlesex county and Plainfield, New Jersey.(1971-1991)
- **Certified Solar Power Installer** - Sharp Electronics
- **Published author**
- **Other Interests:** Real Estate, Building, Music, Philanthropy, Clean energy technologies