

**Morris A. Pataky**  
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## **PROFESSIONAL SUMMARY**

An innovative, energetic, and results-oriented sales and marketing manager with over fifteen years experience with small-to-midsize companies with markets throughout Latin America and Europe. Possess solid record of accomplishments in sales and marketing, construction & mining equipment, information systems, people management, and strategic planning. Background includes leadership in sales & marketing, new business development, and post-sale customer support in a broad-range of industries including but not limited to railroad, banking, financial services, construction, and materials handling.

## **EXPERIENCE**

### **SALES & MARKETING - Brooklyn, New York - 1991 – Present**

Current client projects include development of sales and marketing strategies in Latin America for manufacturer of railroad products (PORTEC RAIL PRODUCTS, INC.). Trackwork products include rail lubrication and friction management systems for hi-rail, on-board, and wayside applications as well as insulated rail joints, rail anchors and other track accessories).

Other responsibilities include sales, finding and evaluating prospective distributors, selection of sales agents, and acting as a liaison between distributors and clients. In addition, performed international consulting services in Latin America for various American manufacturers including Liaison Computer Technologies, Data National, Benati (Front Loaders Equipment Division), Terrablock Worldwide (a manufacturer of adobe block machines), and Kent Demolition Equipment.

### **CONSTANTIN CONTROL ASSOCIATES, L.P. - Jersey City, NJ (1996 – 2002)**

Served in a variety of management and support positions and engagements for this 30-year old operations & management consultancy firm with specialties in the Global Financial Services Industry. Client engagements and positions included serving as *Account Administrator*, *Special Project Information Technologies Manager*, *Business Analyst Supervisor*, and *Management Consultant* to **The Bank of New York** (2001- 2002), **Chase Manhattan Bank** (2000), **Banker's Trust** in London, England (1998), **NEDBANK** in Johannesburg, South Africa (1998).

### **FLEX RESOURCES - Jersey City, NJ – (1993 – 1996)**

Served in a variety of management and support positions with this small consultancy firm with specialties in general management consulting, technological advancements, system conversions, migrations and implementations. Assignments and positions included serving as *Global Accountant -Global Custody* for **The Bank of New York** (Apr 1995 - Oct 1996) and **Citibank, N.A.** (July 1993 - April 1995). Performed accounting and financial auditing of master trust accounts and securities. Provided information to Latin American and European clients (both Citibank branches and correspondent banks) on status of trades and foreign exchange settlements and on their account status.

### **DATA NATIONAL – Burlington, MASS – (1991-1993)**

#### *Marketing Representative/Sales*

Responsibilities included sales of computers and services to corporate clients, including IBM and Hewlett-Packard PCs, and microcomputers. In addition, provided advice and consultatory services to clients, monitored troubleshooting and diagnostic procedures.

**Morris A. Pataky**

**Page 2**

### **THE READ CORPORATION - Middleboro, MASS (1988 – 1991)**

*Director of Marketing - Latin American Operations*

Responsible for all sales and marketing operations for Latin American territory for this industrial screening equipment company. Developed dealership network throughout Latin America, increasing revenues by \$1.5 million. Established territories for new dealers, calculated import/export duties, arranged trade shows, and acted as dealer-manufacturer liaison. Oversaw the protection of copyrights, trademarks, and patents of company product-lines.

**GLOBE CORPORATION - New York, NY (1983 – 1987)**

*Technical Advisor/Sales*

Responsibilities included supervising the upgrade/enhancement of the memory and database handling capacity of a variety of **OEM** products, including the full line of **IBM** PCs. In addition, offered the services and products to various clients and prospects.

**EDUCATION**

**University of New Hampshire at Plymouth, Plymouth, NH**

*MBA Marketing - 1988*

**University of Rhode Island, Kingston, RI**

*B.S., Business Administration, 1983, Double major: **Marketing and Finance***

**SPECIAL SKILLS:** Bilingual-fluent in Spanish and English, knowledge of French and Portuguese; DOS, Windows, Visual Basic, Excel, Microsoft Word, Lotus, and Access.