

Demetri Kachulis
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Professional Trainer / Technical Consultant
Proven Technical & Management Expertise Spanning an Extensive Career

Collaborative Information Technology professional with over 20 Years of Wall Street experience, strong technical base developed during extensive “hands-on” IS experience. Designed and created workshops and training materials. Team leadership and staff development built on excellent interpersonal/communication skills. CISA, CISSP IT security professional and PECB certified Train-the-Trainer. Many years of training experience.

*Curriculum Development ▪ Technical Expertise ▪ Group Trainings
Training ▪ Business Solutions ▪ DR Planning ▪ Business Continuity Management ▪ Risk Management*

Professional Experience

January 2010 Eldion LTd – Director
To
Current

Performed technology seminars, specializing in Security, Project Management and application development. Did business analysis and system design for various applications.
Designed and created workshops and training materials on topics related to IT security, project management and user computer skills.
Consulted companies regarding improving business operations, utilizing latest technology products. Designed business web sites, currently running in production mode.

August 2012 Besecure – Senior Consultant/Trainer
To
January 1014

Responsibilities include analyzing client environments, suggesting process improvements, technology seminars, design business continuity and disaster recovery plans, software product selection analysis, access control methodologies, negotiating and securing contracts, project feasibility studies, monitoring, coordination & administration of projects

and contracts, preparation of business plans, procurements, publicity and promotions.

May 2009 Eurocypria Airlines Ltd - IT Department Head
To
January 2010

Responsible for the smooth run and setup of the IT department, with particular emphasis on application development, operations, product evaluation and IT personnel management. Handled multiple projects concurrently for different company departments. Evaluated and selected airlines reservation system from the following candidates. Mercators CRS, Tikaero, SITA's Horizon, Navitaire's, Videcom, Air Kiosk, Radixx, and World Ticket to replace current VICTOR system. Conducted numerous user trainings.

August 2006 Data Logic Services Inc. - Brooklyn, NY
to
September 2008

Client: **Consolidated Edison – New York**, NY – MIS Consulting
Application: TEMS (Telephone Equipment Management Systems)

Responsible for Telephone Equipment Management System, a system running in a distributed environment utilizing online front end capabilities with sql databases and Crystal reporting. The system manages all Communications equipment, generates automatic payments, verifies billing invoices and computes user cost allocations for equipment usage

November 2004 Data Logic Services Inc. - Brooklyn, NY
to
July 2006

Client: **Morgan Stanley - New York**, NY – MIS Consulting
Application: IALM, NAO, OEEDITS Trading

Responsible for a number of systems running in a distributed environment utilizing stored procedure. Data services, a data repository application, responsible for providing data to a variety of global applications including House holding, Mutual funds, Margin Accounts, Account position, Trading etc.

October 2003 Data Logic Services Inc. - Brooklyn, NY
to
March 2004

Client: **Deutsche Bank - New York**, NY – MIS Consulting
Application: Web data collector

Responsible major enhancements to Web data collector, an Internet application that allows users to globally upload financial information. In the background, a mainframe environment processes all user entered data on a real time basis using stored procedures and triggers.

March 2003 Data Logic Services Inc. - Brooklyn, NY
to
August 2003

Client: **Citibank - Long Island City**, NY – MIS Consulting
Application: Customer Contact Management/NIVR CWS Strategy Tag integration

Responsible for CCM a system that manages effectively all outbound telephone calls utilizing all available customer data stored in the system, maximizing user contact and customer needs while complying with federal regulations.

February 1999 Data Logic Services Inc. - Brooklyn, NY
to
September 2002

Client: **Deutsche Bank/Bankers Trust**, NY – MIS Consulting
Application: Web data collector / Chart of Accounts Definition System

Responsible for Web data collector, an Internet application that allows users globally to upload financial information. In the background, a mainframe environment processes all user entered data on a real time basis using stored procedures and triggers.

Also for Chart of Accounts Definition System an application that allows users to open and maintain customer accounts.

August 1998 Data Logic Services Inc. - Brooklyn, NY
to
January 1999

Client: **Goldman Sachs - New York**, NY- MIS Consulting
Application: EMU - Margin/Cash/Expro Systems

Responsible for EMU , a system that computes margin requirements, items for attention, creates necessary extensions to be filed with various financial agencies and markets, and provides on-line customer information.

October 1996 Data Logic Services Inc. - Brooklyn, NY
to
August 1998

Client: **Citibank - Long Island City**, NY – MIS Consulting
Application: Sales Tracking and Reporting System (CitiSTARS)

Responsible for CitiSTARS, a system that captures sales transactions, provides on-line summary reporting on the sale of Citibank products and services, and compares these over different time frames for numerous organizational levels such as bank, branch or personal banker.

November 1992 Data Logic Services, Brooklyn, NY
to
October 1996

Client: **The Depository Trust Company** , NY - MIS Consulting
Applications: Reorganization Application System / Payment Obligation Reporting System

Responsible for The Payment Obligation Reporting System, which handles all Money Market Instruments, allows paying agents to view, confirm payment obligations and enter and resolve discrepancies.

Also for ,The Reorganization Application System, which is accessed by all the financial community, having a three hour availability per day, is responsible for exercising convertible issues and warrants.

September 1991 Data Logic Services Inc. - Brooklyn, NY
to
October 1992

Client: **Engelhard Corporation - Edison**, NJ
Application: Customer Support System

Part of a team working on Customer Support System; basically a cost

accounting system, with very complex logic due to the nature of the business - precious metals.

February 1989 **New York Life Insurance** . Programmer Analyst
to
August 1991

Client: **New York Life Insurance**. – New York, NY
Application: Generalized Disbursement System.

The Generalized Disbursement System, which consists of high volume DB2 tables accessed by many users in a large CICS network, does all the checkwriting, direct deposits and bank reconciliation for all bank accounts.

Education MBA -Management - Adelphi University - Garden City, New York
Master of Science - Computer Science - Polytechnic University - NY
Bachelor of Science - Computer Science - City College of NY - NY
MPM Master Project Management – US Academy of Project Mgmt.
CISA certified Information Systems Auditor
CISSP Certified Information Systems Security Professional.
ISO 27005 Risk Management Certified Professional – PECB
ISO 23001 Business Continuity Certified Professional – PECB
PECB – Certified Trainer

References: Available upon request.

Seminars Conducted.

Information Technology Project Management
The Art of Business Analysis
Document Management Systems
Security Awareness – Best Practices Securing your Organization
IT Audit for Non-IT Auditors
Applications Security and Auditing Essentials
Information Security Risk Management
Business Continuity and Disaster Recovery Management
The Insider's Threat
Developing and Maintaining Information Security Policies and Procedures
Application security for programmers.
CISA exam preparation.