

**KEITH M. MISCIONE**  
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### ***PROFILE SUMMARY***

Accomplished Accounting, and IT professional with extensive experience selling, developing, implementing, and supporting technology products, with a specific focus on accounting products and services.

### ***SELECTED ACHIEVEMENTS***

- Developed and Maintained Sales Advisory relationships with Public Accounting Firms in the Intuit Premier Reseller Program
- Implemented QuickBooks as the Standard Accounting Software Package for several large Franchise Organizations (including Subway, Sunoco, and Dunkin Donuts) as well as many small and mid-sized businesses.
- Developed and Delivered Accounting Operations Training for various clients across various industry segments.
- Developed Custom Software Solutions to integrate QuickBooks and Sage Intacct with Clients' Legacy Systems and POS packages.
- Identified and Implemented Third Party Software Products that integrate with QuickBooks and Sage Intacct to meet Client Requirements not satisfied by QuickBooks and Intacct alone.
- Developed and facilitated web based training for new and prospective Quickbooks Enterprise customers.
- Developed and facilitated QuickBooks Enterprise demonstrations for small business trade shows.
- Performed both Bookkeeping and Controller functions for various Accounting Clients

### ***CAREER PATH***

Independent Consulting, Edison, NJ, (25-Present)

- Principal Consultant
  - Consult with various small and mid-market companies in implementing QuickBooks across various industries.
  - Perform fractional Bookkeeping and Financial Controller functions for various small and mid-market companies.

American Express, Edison, NJ, (21-25)

- Senior Manager:
  - Consult with Sales team in selling various products to Client Accounting staff.
  - Implemented and managed manual payments team to process Client payments to their Vendors

A Team Consulting, New York, NY, (18-21)

- Technology Practice Director and Senior Financial Controller:
  - Consult with various small and mid-market companies in implementing QuickBooks across various industries.
  - Identify and customize third party products that complemented QuickBooks functionality to meet client requirements.
  - Develop and implement customized software solutions to integrate QuickBooks with legacy systems and third-party products.
  - Create and deliver training materials for end users to develop their QuickBooks and Accounting expertise.
  - Mentor and develop junior consulting staff in Accounting Operations and Technology Products and Services.
  - Perform the duties of Financial Controller for many small and mid-sized clients

Presti & Naegele, New York, NY, (15-18)

- Senior Consultant and Financial Controller:
  - Consulted with various small and mid-market companies in implementing QuickBooks across various industries.
  - Identified and customized third-party products that complemented QuickBooks functionality to meet client requirements.
  - Developed and implemented customized software solutions to integrate QuickBooks with legacy systems and third-party products.
  - Created and delivered training materials for end users to develop their QuickBooks and Accounting expertise.
  - Mentored and developed junior consulting staff in Accounting Operations and Technology Products and Services.
  - Performed the duties of Financial Controller for many small and mid-sized clients

INDEPENDENT CONSULTING., Staten Island, NY, (13-15)

- Accounting Technology Consultant and Financial Controller:
  - Consulted with various small and mid-market companies in implementing QuickBooks across various industries.
  - Identified and customized third party products that complemented QuickBooks functionality to meet client requirements.
  - Developed and implemented customized software solutions to integrate QuickBooks with legacy systems and third-party products.
  - Created and delivered training materials for end users to develop their QuickBooks and Accounting expertise
  - Performed the duties of Financial Controller for many small and mid-sized clients

INTUIT, Inc., Staten Island, NY, (02-13)

- Senior Sales Engineer:
  - Worked with Intuit Product Development teams in identifying and developing QuickBooks software features and functions.
  - Created and Delivered training materials and certification courses for the QuickBooks Professional Advisor program.
  - Developed and Maintained Sales Advisory relationships with many Public Accounting firms in the Intuit Premier Re-Seller program.
  - Developed and maintained relationships with the Intuit Mid Market - Marketing Group and the Intuit Developer Network to identify third party products that address the gaps in Quickbooks Enterprise functionality for Mid Market Customers.
  - Created and Delivered training materials for sales and support agents to in their professional development.

***EDUCATION***

**BS Degree in Accounting, St. Francis College, Brooklyn, NY, Cum Laude**  
**MS Degree, CUNY (currently attending)**