

# JAMES L. ACCOMANDO

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## ACI CONSULTING:

- Providers of consulting services to domestic and global clients.
- Specialists in diverse management disciplines including: marketing, sales, finance, e-commerce, organizational structuring, distribution channel analysis, inventory management, portfolio evaluations, strategic planning and training/workshops.
- Providers of consulting services to Fortune 500 companies including: Citibank, GE Capital, NYNEX, MetLife, Texaco, Ford Motor Company, Home Shopping Network, PriceLine.com and Visa.
- Service a client base in domestic and international markets including: Argentina, Australia, Brazil, China, Canada, France, Hong Kong, United States, Indonesia, South Korea, Taiwan, Thailand, etc.
- Experts in multiple industries including: e-commerce, information technology, telecommunications, transportation, petroleum, internet, cable, service and retail.

## PROFILE:

- *Mr. James L. Accomando* has been *President* of ACI Consulting since 1994.
- While in this role, Jim has built strategic alliances with over 40 individuals and providers of professional services and expertise.
- His ability to build strategic alliances benefits his clients by offering a broadbase of talents and skills which are used in the achievement of project objectives.
- Jim is a strong advocate of "value-added" relationships, linking his efforts and those of his partners to the goals and objectives of client companies.
- His "solutions selling" approach is bottom-line focused, allowing clients to see measurable results, combined with a strategic plan and vision for the future.
- Prior to ACI, Jim Accomando was a Vice President with GE Capital where he spearheaded agent bank and affinity/co-branding bankcard affiliated relationships and managed the GE Rewards credit card portfolio.
- As a member of GE Capital's Innovation Council, he launched the industry's first instant credit bankcard point-of-sale program.
- Prior to GE Capital, Jim was a Vice President with MasterCard International where he managed the national launch of MasterCard's on-line debit program - Maestro.

## EDUCATION:

**NATIONAL UNIVERSITY**, San Diego, CA

**MBA, FINANCE AND MARKETING**

**UNIVERSITY OF CALIFORNIA**, Santa Barbara, CA

**Bachelor of Arts in PHYSIOLOGY/TEACHING**

## PUBLIC SPEAKING:

- *Jim Accomando* has been a keynote speaker at widely recognized conferences in the US, Europe, Middle East, Africa, Australia, South America, and Asia Pacific.
- He has represented prominent organizations including: AIC Conferences, American Marketing Association, Diners Club International, Internet Commerce Expo, World Congress and World Research Group and The Center for Business Intelligence, as well as other conferences/workshops.

## PHILOSOPHY:

- Jim incorporates his personal philosophy of "performance excellence" and accountability into each and every project.
- He believes in accountability and ownership for sharing in positive results with each of his clients.
- He views ACI as an integral part of his client's business strategy, realizing that success is rooted in positive and quantifiable results.