

## **JAMES J. GRAY**

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**Compass Executives, LLC**  
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### **QUALIFICATIONS SUMMARY**

Senior level executive with extensive background in information technology. Possesses skills in information technology budgeting and management, recruiting and staff development, vendor relationship management, applications development, data center management, voice and data communications, ERP implementations, and Sarbanes Oxley compliance. Key strengths include alignment of business and IT goals and strategic IT planning.

### **SELECTED ACHIEVEMENTS**

- Oversaw initial installation and growth of the information technology system of a large restaurant chain with 340 locations and annual sales of \$1 billion
- Guided the transformation of the information technology system of a \$4 billion company with over 400 locations to control costs and change the Point-of-Sale system
- Overhauled a family-owned grocery wholesale and retail business's information technology system, integral to the company's growth and ultimate LBO
- Responsible for the overhaul and upgrade of a \$100 billion discount retailing business's 100 locations
- Installed and supported Point-of-Sale and computer systems in an international computer/cash register business
- Member of a team of college students that developed a student scheduling and grade reporting system for the university that IBM leveraged and took to other universities installing their computer systems

## PROFESSIONAL EXPERIENCE

**COMPASS EXECUTIVES** **2007 to present**  
*Senior Adviser* of this organization of C-Level Executives who provide management consulting, interim management and leadership development.

**O'CHARLEY'S, INC., Nashville, TN** **1995 - 2007**  
*Chief Information Officer* Oversaw initialization and growth of the company's information technology system

**SERVICE MERCHANDISE, Nashville, TN** **1993 - 1995**  
*Vice President Information Services*  
Responsible for controlling information technology costs and revamping the Point-of-Sale system.

**CARR GOTTSTEIN FOODS, Anchorage, AK** **1983 - 1993**  
*Vice President, Information Services*  
Part of a team in charge of modeling the information technology system to develop and change as this family-owned business experienced rapid growth as a result of the expansion of Alaska's petroleum business.

**MODERN MERCHANDISING, Minneapolis, MN** **1978 - 1983**  
**Director, Information Services**  
Engaged in overhauling and upgrading the information technology systems of this catalogue showroom discount retailer which ultimately merged with Best Products.

**DOLGIN'S INC., Kansas City, MO** **1974 - 1978**  
*Data Processing Manager*  
Senior processor in this growing family start-up that was bought by Modern Merchandising. One of the first employees to be moved to Minneapolis to join Modern Merchandising.

**NCR Corp., Kansas City, MO** **1970 - 1974**  
**Systems Engineer**  
Responsible for installing and supporting Point-of-Sale and computer systems for customers; oversaw Dolgin's, Inc.'s account for one year before joining that company.

## ORGANIZATIONS

**High Hopes School**, Chairman, Board of Directors  
**CIO Council of Nashville**, Member.  
**Brentwood Country Club**, Member.  
**U.S. Marine Corps**, 1963 - 1969

## EDUCATION

BS, University of Missouri, Kansas City, MO