

Peter Mojica

VP, Product Strategy, Management & Bus. Dev.

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Summary

<http://www.csi1000.com/>

A 20+ year Information Technology veteran of the financial services, consulting and software industries.

Peter leads AXS-One's compliance solutions strategy for digital archival, long-term records management of electronic records, regulatory compliance and legal discovery with a focus on electronic communications such as e-mail, instant messaging, office documents and transactional data for worldwide enterprises.

Prior to joining AXS-One Peter held various executive positions in the software, consulting and corporate sectors – including VP of Research & Development for First Union National Bank Capital Markets (currently Wachovia Securities) Charlotte, NC; Worldwide Director of Channel Sales at Selectica Inc., San Jose, CA.; and Chief Solutions Architect at CreekPath Systems, Boulder CO.

He's also held management consulting positions at RCG Information Technology (NYC), as well as full-time and consulting positions at Nomura Securities, CSFB, Chemical Bank, British Airways, Herzfeld & Rubin PC on Wall Street.

He is a current co-chair of the 100 Year Archive Committee at SNIA Storage Networking Industry Association <http://www.snia-dmf.org/100year/>. He also serves on the technology advisory board of Xandros corporation <http://www.xandros.com> a leading provider of Linux-based server, desktop and Windows-Linux cross-platform systems management tools. He is also the former Executive Director and President of the Charlotte Area Chapter of SIM <http://www.cltsim.org> (Society for Information Management).

Peter currently resides in the Charlotte NC area with his wife and 3 children.

Specialties

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Experience

VP, Product Strategy/Management & Business Development at AXS-One, Inc.

March 2003 - Present (4 years 11 months)

2 recommendations available upon request

Chief Solutions Architect at CreekPath Systems

April 2002 - January 2003 (10 months)

Worldwide Director Channel Sales at Selectica, Inc.

April 2000 - April 2002 (2 years 1 month)

Vertical Practice Development.

1 recommendation available upon request

Vice President, Research & Development at First Union National Bank Capital Markets (currently Wachovia Securities)

July 1995 - March 1999 (3 years 9 months)

3 recommendations available upon request

Managing Director, Consulting at RCG InformationTechnology, Inc.

January 1991 - June 1995 (4 years 6 months)

<http://www.rcg-it.com>

1 recommendation available upon request

Enterprise Manager, Firm Wide Systems at Nomura Securities

1990 - 1991 (1 year)

Firmwide technology planning and management. Fixed Income and Equity trading floor technology management and support.

Sr. Programmer at Herzfeld & Rubin, P.C.

August 1987 - December 1990 (3 years 5 months)

Developed computer systems used in connection with all aspects of case management, litigation, settlement decision support. Systems deployed and supported to over 150 remote local counsel office locations worldwide. Primary technologies utilized IBI PC FOCUS, VAX FOCUS.

Lead Programmer at Sargoy, Stein & Hanft (currently Sargoy, Stein Rosen & Shapiro)

1985 - 1987 (2 years)

Industry: Anti-Trust, Motion Picture Industry.

Duties involved: Large statistical model development and complex analysis of motion picture bidding process and gross receipt data for movie manufacturers, distributors and theaters world-wide.

Managed day-to-day activities of 6 programmers in preparation of analytical evidence.

Pick System Administrator, Programmer, Pick basic, B-Tree development.

Interests

Early business experience in store-front retail running family business which included two shoe stores and a liquor store in New York City (Manhattan) and the Bronx, NY.

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7 people have recommended Peter

"Peter is an excellent leader and excels at whatever he tires. I am reminded of a quote from a former military instructor "Money and equipment are managed, people are led" This describes Peter, he is not someone who drives from the back seat, he makes sure the team understands the direction and takes it there. An energetic IT leader who isn't afraid to get in and work."

— **Anthony Scalzitti (ajscalzitti@yahoo.com)**, *Integration Engineer, First Union National Bank*, reported to Peter at First Union National Bank Capital Markets (currently Wachovia Securities)

"Peter has the power to execute vision and lead people. Working with Peter during the First Union days will always be fondly remembered. I learned a lot from Peter and believe we made a great team. Best of all found a longtime friend."

— **Jacob Hall**, *Platform Architect, Wachovia*, reported to Peter at First Union National Bank Capital Markets (currently Wachovia Securities)

"Peter's work included sales support, systems architecture, project management and analysis for enterprise systems. He demonstrated an unusual combination of conceptual and technical understanding, project management skills and tremendous sales flair with client technical and executive management. His integrity, ability to work within and lead teams and his work ethic were exemplary."

— **Martin Korsin**, *VP Sales, Innodata Isogen*, worked with Peter at RCG InformationTechnology, Inc.

"Like Magic Johnson in basketball, Peter is one of the few people who can play virtually any position on the corporate team. Executive, manager or individual contributor; IT, product development, sales, marketing or business development; startup or Fortune 500 company. Most importantly, he is a tireless worker who combines great vision with the ability to EXECUTE!"

— **Alex Karakozoff**, *SVP, Sales & Marketing, AXS-One Inc.*, managed Peter at AXS-One, Inc.

"I recruited Peter to leave New York and a successful consulting practice to help me build a new Capital Markets technology infrastructure in Charlotte, NC. I never would have been able to grow the systems for a small group of 500 people to the 8,000 person powerhouse organization in 45

locations around the world without him. He was amazing and has done nothing but grow since then."

— **John Swanteck**, managed Peter at First Union National Bank Captial Markets (currently Wachovia Securities)

"Peter is one of the most visionary, intelligent and hard working people I met. It is a pleasure to work with him. He makes a difference in any company that is fortunate enough to have him."

— **Andreas Scherer**, was with another company when working with Peter at AXS-One, Inc.

"I worked with Peter at Selectica. He was an outstanding leader who brought fresh ideas to advance the mission of the company. While leading efforts to maximize the value of partnerships, Peter made formerly inactive partnerships become very profitable."

— **Carlos Barberena**, *Director, Latin America/Worldwide Channel Sales, Selectica Inc.*, reported to Peter at Selectica, Inc.

Expertise

Software Development, Information Storage, International Law, Internationalization and Localization, Advertising, Internet Marketing, Business Development, Project Management, Quality Management and Standards, Pricing, E-Commerce, Web Development, Using LinkedIn

[Contact Peter on LinkedIn](#)