

# WALTER SUMAJIT

Senior eCommerce Director | Digital Commerce & Growth Architect | ERP + Cloud + AI Integration

Remote (Global) FT | Hybrid (West Palm Beach, FL, USA) || Full Time | Contract | Part Time (Consulting)

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## EXECUTIVE PROFILE

Revenue-driven eCommerce and Digital Transformation leader with 20+ years building, scaling, and optimizing B2B, B2C, and DTC platforms. Expert in launching high-performing online stores, integrating ERP/OMS systems, automating operations, and leveraging AI, SEO, and analytics to accelerate growth. Proven track record delivering secure, cloud-based commerce ecosystems that increase conversions, reduce costs, and improve customer experience. Trusted by global teams to lead strategy and execute hands-on implementations.

## CORE EXPERTISE

eCommerce Strategy • B2B/B2C/DTC Platforms • Conversion Rate Optimization (CRO) • Digital Marketing (SEO/SEM) • ERP/OMS/CRM Integration • Cloud Infrastructure (AWS/Linux) • AI & Automation • Payment Gateway Integration • Data Analytics • Customer Experience (CX/UX) • Cybersecurity • P&L Ownership • Program & Vendor Management

## TECH STACK

ERP/OMS Platforms • WordPress • Cloud/VPS/Linux • Databases • APIs • Analytics • Payment Systems • Security & Compliance • Automation Tools

## PROFESSIONAL EXPERIENCE

### Chief Operating Officer | eCommerce & Digital Transformation Lead

GOITSOKAY Corporation – Florida, USA | 2020–Present

- Led enterprise-wide digital transformation and online growth strategy
- Architected secure cloud + ERP eCommerce infrastructure achieving **99.9%+ uptime**
- Directed **multi-disciplinary teams (10–20+)** across marketing, UX, IT, and operations
- Implemented AI-driven marketing and automation improving campaign efficiency **~40%**
- Increased customer engagement and online conversions **20–35%**
- Reduced operational risks and security incidents **~40%**

### Global Web Store Administrator | eCommerce Systems & Growth Manager

P3 International Corporation – New York, USA | 2012–Present

- Built and managed global B2B/B2C online stores supporting **thousands of daily users**
- Migrated manual workflows to ERP/OMS automation reducing processing time **50%+**
- Integrated logistics, inventory, and payment systems improving accuracy **~35%**
- Led SEO/content optimization increasing organic traffic and sales performance
- Delivered scalable omnichannel experiences improving fulfillment speed and CX

### Senior Manager, MIS | Assistant Vice President

RD Corporation – Philippines | 2001–2007

- Established corporate IT and digital commerce infrastructure across subsidiaries
- Managed ERP, email, data centers, and regional networks
- Implemented governance and DR strategies improving reliability and continuity
- Delivered multiple enterprise technology rollouts on time and within budget

## EDUCATION & CREDENTIALS

MIT – Professional Education in Digital Transformation

MBA – HRIS & Financial Management

BS – Computer Information Systems

Certified Professional Security (CSP)