

# Aaa **PRO**file

## Sal Vanore, VP of E-commerce for Moody's Economy.com

By Amber Katz

*As Vice President of E-commerce, Sal Vanore manages the team that develops and maintains Moody's Economy.com's applications, intranet site and internet sites.*

Sal, who obtained his B.S. in economics from the University of Pennsylvania in 1998, was initially attracted to Moody's Economy.com (MEDC) during his interview. "MEDC's was a day-long interview process. I got to meet with several employees across many departments; they seemed to be very interested in discovering if I was right for the job, and giving me the opportunity to see if MEDC was right for me. I learned it was a smaller firm where people needed to wear a lot of hats. I felt like I would gain more varied experience working here," Sal stated.

Sal enjoys working with his team of four. "We've put together a great group of natural problem-solvers who take complete ownership of the tasks and issues with which they're presented." Sal also has a great rapport with those to whom he reports: "I learn a lot from Mark Gershman and Karl Zandi. I can approach them with ideas, something you can't guarantee somewhere else," noted Sal.

Initially, delegating responsibility was challenging for Sal. "I've always been sort of an 'in the trenches' kind of guy; fortunately, having a talented team of motivated developers makes it a little easier for me. I try to ensure that my group is assigned tasks that incorporate their strengths, that their workload is balanced, and that they're competitively compensated."

Sal maintains MEDC's commitment to client service differentiates them from competitors. Sal recalls one particular client who "complained about the inefficiencies of having to go to many different websites to get vendor data and analysis, and the difficulty of administering the vendor user accounts. Based on their experience at our sites, they asked MEDC to create a central site where they could get to all of their vendors' data. After setting up data delivery schedules with the various vendors, and working with their IT teams to accommo-



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date pass-through authentication, we created a portal site where the clients can access all of the information they need at one location with a single sign-on. This is just one of many examples where technology has facilitated opportunities for MEDC's growth."

Sal is optimistic about Moody's recent acquisition of Economy.com. "We have been given several opportunities to leverage MEDC's expertise to help Moody's Corporation," reported Sal. Recently, efforts to join the two companies' networks have created a lot of development work at MEDC. Specifically, his team is modifying and testing MEDC's applications to guarantee they will work correctly in the new environment. "MEDC needs to implement stricter security standards, so considerable changes need to be made before

both companies can be successfully linked."

For Sal, change is abundant at home as well. He and his wife, Carolyn, have a 14-month-old daughter, Isabella, and are expecting a second baby this November. On weekends, Sal likes spending time with his seven siblings, all of whom live fairly close to his Downingtown, Pennsylvania residence.

In true economist fashion, several of the West Chester, PA, office employees get together for informal weekly poker games, in which Sal participates. "I'm a pretty sore loser," Sal quipped. Without a doubt, Sal's competitive spirit also manifests itself in his work as demonstrated by his contributions and commitment to MEDC. ■