

# Robert Smith

## Director of Project Management

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### SUMMARY

Focused, efficient problem-solver with over five years experience in facilitating cross-functional relationships between executives, in-house DevOps / project management teams, and external project stakeholders. Works on the ground with clients and internal resources to understand, articulate, and define both traditional and innovative project requirements.

### SKILLS

Project Management, Budgeting, Change Management, Accounting, Microsoft Project, Financial Analysis

### WORK EXPERIENCE

#### Director of Project Management

Lectrus Corporation - January 2016 - Present

- Managing a team of project managers, coordinators and field services staff across multiple facilities; from purchase order to on-site installation, my teams are the post-sales face of the company and responsible for the successful completion of all projects.
- Developed and installed new systems and tools for project management.
- Developed and implemented procedures and processes to standardize PMO best practices.
- Created and implemented a new strategic vision for the project management organization including department restructuring and development of targeted metrics and incentive plans.
- Conducted the tour of North America to present the Lectrus way to current and prospective customers.
- Drove EBITDA transformation and growth of 16 points through change management, team development, system controls and customer management.
- Training and development of the project management team to increase project efficiency, performance and customer satisfaction.

#### Director Of Project Management I

Lectrus Corporation - October 2012 - December 2015

- Managed the Houston facility's project team of project managers, project coordinators, and project manager admins.
- Developed and implemented project management team processes and responsibilities.
- From March 2014 through January 2015, was responsible as a controller/business analyst of the Houston facility. Responsibilities included
- Managed the Houston facility's income statement by tracking revenues and costs (including the percentage of completion projects).
- Worked with the sales team to coordinate facility tours; develop and present company and service summaries to potential clients; and review specifications and estimates for accuracy and success.
- Continued management of project load of the larger projects awarded to the Houston facility.
- Project management responsibilities include contract execution; change management; commercial negotiations; management of project margin and overall performance; facilitating engineering and production to ensure labor and material use is efficient and within the project budget; and other aspects of project execution.

### EDUCATION