

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