

Robert Smith

Consulting Manager II

PERSONAL STATEMENT

Consulting Manager professional possessing a combination of; business acumen, understanding of complex infrastructure technologies, awareness of IT industry trends, and the ability to define, articulate, and execute a services vision.

WORK EXPERIENCE

Consulting Manager II

CONFIDENTIAL - April 2013 - 2020

Responsibilities:

- Led the Infrastructure Services practice to 20% year over year revenue growth accomplished in part through development of new services offerings and collaborative pursuits with peers and customers.
- Gathered and translated business requirements from clients, client solution directors, and architects into professional services proposals, level of efforts, and statements of work.
- Developed and executed a vision to grow the regional business unit, satisfying specific technical, sales, and business requirements.
- Equipped clients, consultants, and account teams with an understanding of services portfolio offerings.
- Worked with client and Project Management Office to oversee delivery of business and technical solutions to client satisfaction.
- Lead delivery excellence through the project lifecycle and provide escalation management for Linux UNIX, storage, backup, and converged infrastructure services delivery.
- Implemented techniques to improve engagement productivity, reduce costs, and increase profitability.

Consulting Manager

Delta Corporation - 2012 - 2013

Responsibilities:

- Developed and implemented methodologies to launch the Corporate and Operations Strategy Practice en PwCs Mexico City Office Prepared professional .
- Performed transition management activities assuring change projects success (Identified and managed stakeholders, built - trained - coached and .
- As a member of the Systems Integrations and Technology Consulting workforce - Delivered large systems integration and custom application development .
- Provided EDP Audit plus Management and System Consulting Services to various Fortune 1000 companies.
- Clients assignments included serving as the lead EDP auditor for the State of California in evaluating the control aspects of the California State .
- In this capacity, also served as the lead Management Consultant in

CONTACT DETAILS

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SKILLS

IT Management, It
Service Management,

LANGUAGES

English (Native)
French (Professional)
Spanish (Professional)

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

Reference - 1 (Company
Name)
Reference - 2 (Company
Name)

conducting a comprehensive Operational Review of a prominent Musical Instrument .

- This Operational Review yielded a Strategic Managerial Plan; recommendations emphasized long-term profitability and cost minimization.

Education

Bachelor of Liberal Studies in Technology and Management -
(Charter Oak State College - New Britain, CT)