

Nargis Atamy

Project & Program Manager | Business Strategist

Dublin, CA - Email me on Indeed: [indeed.com/r/Nargis-Atamy/c742039532d1b0bc](https://www.indeed.com/r/Nargis-Atamy/c742039532d1b0bc)

Confident and results driven manager with exceptional leadership and multi-level multi-million dollar project management experience.

Strong relationship building skills with stakeholders and across internal global departments. Ability to navigate difficult conversations,

understand and explain contracts, troubleshoot, and effectively negotiate to resolution. Expertise in coordinating diverse teams and

resources to complete objectives. Versatile and proactive, with the talent to learn quickly and work independently or collaboratively

and adapt rapidly to evolving priorities. Willing to relocate.

Willing to relocate to: Los Angeles, CA - New York, NY - Washington, DC

Authorized to work in the US for any employer

WORK EXPERIENCE

Project Manager at Google

RGP - Sunnyvale, CA - May 2016 to Present

Primary responsibilities include:

- Consolidating the entire customer experience - invoicing, payments, and accounting for all Google products on a single, in-house stack to establish independence from vendor IT systems. Project is slated to be completed under budget and earlier than expected.
- Work with business stakeholders, product managers, and engineers to design and implement enhancements to business-critical systems that positively impact operational efficiency. Project spans multiple time zones and offices.
- Participate in end-to-end implementation planning including project management, issue management, communication and change management.
- Plan requirements and facilitate its gathering with internal customers and users through entire project lifecycle.
- Establish program approach including but not limited to creation of deliverables and its mapping with different stages of the project as well as establish sign-off process for each billing account group and geographic region cluster.
- Manage Internal Production Testing with international end users including coordination, validation, identifying risks, and clearly communicating progress and deadlines to project stakeholders.
- Manage matrices and project documentation pertaining to internal production and testing.
- Maintain trusted advisor relationships with business stakeholders by providing strategic vision, problem-solving abilities, and sharing future roadmaps. Ensure proper alignment and management of activities throughout rapidly evolving priorities.

Engagement Manager

VMware - Palo Alto, CA - June 2014 to March 2015

Primary responsibilities included:

- Managed all aspects of complex enterprise level license compliance engagements with internal and external relationships to align on software license compliance. Cross-functional program and project management.

- Coordinated with customers, operations team, and third-party firms to gather requirements and manage expectations.

Managed resource and capacity planning for projects as well as set and adjusted project milestones.

- Negotiated resolution of compliance issues and ensured proper compensation to VMware while preserving customer and field relationships. Assisted sales teams with structuring of compliance deals.
- Interpreted complex cloud and hosting license and maintenance agreements and worked very closely with VMware's Legal counsel to manage contract negotiations.

- Contributed to my team meeting its Q4 2014 revenue goal of \$4M. Team consisted of 3 people managing accounts in the

Enterprise East sales territory. Lead pipeline of \$1M+ in revenue, to exceed individual revenue goal of \$866k for Q1 2015.

- Utilized databases including Salesforce.com (SFDC), Concur, QuickBase, Oracle EBS, and Model N systems.

Senior Licensing Consultant

Oracle Corporation - Redwood Shores, CA - December 2010 to June 2014

Primary responsibilities included:

- Managed and ran high-level, complex projects through complete project lifecycle, to ensure Oracle Software is being

used/distributed in compliance with Oracle's Licensing Policies and associated contracts.

- Team leader who spearheaded projects and set expectations during kickoff meetings with all stakeholders at project

initiation. Monitored workflow and made timeline adjustments as needed.

- Aligned resources via successful relationship building to meet strategic goals. Worked very closely and collaboratively with global functional teams within Oracle in order to innovate and improve processes.

- Trained, coached, and mentored new hires/peers in License Management Services. Determined best practices and tools for efficient engagement execution. Navigated team members through live C-Level conversations and challenging situations.

- Developed a comprehensive understanding of the customer's contracts, license caveats, hardware/software blueprint, and business growth goals to ensure proper software asset management and to identify new opportunities to expand Oracle's

future product footprint at customer site. Created strategies for risk mitigation and oversaw deliverables from sales

engineers and managers.

- Performed meticulous project work to gather and analyze exact Oracle product usage data through customer's premise and cloud installations, based on Oracle's license contract stipulations. Developed status reports, and technology blueprints, and

assisted with pricing calculations and presentations. Made vital judgements to drive decision-making across projects.

- Once all data analysis was completed, I prepared a detailed final report to present to stakeholders for remediation.

Successfully negotiated through challenging conversations as a trusted adviser and point of contact to reduce the cycle time of engagements and bring compliance findings to resolution. Worked hand-in-hand with Oracle's Legal department to successfully work through NDAs and contract negotiations, as well as internal escalations and litigation to obtain an optimal outcome for all parties.

- Executed step by step close functions after deal closure to ensure that all documentation was made available in repository and that the log of actions performed during the project "told the complete story."

- Through advisory engagements, I performed market research and competitive analysis to understand and effectively communicate market dynamics to position Oracle against current and potential competitors (inclusive of discounting, competitive pricing, tenable footprint, and revenue margin attainment). Created product collateral, licensing, and contract presentations to support sales efforts and assist sales teams with deal closure.
- In depth technical prowess (front and backend) of the constantly expanding Oracle product stack and Cloud/Virtualized Environments configured and utilized in large architectures.

Senior Financial Analyst

AT&T Government Solutions, Inc - Vienna, VA - January 2008 to November 2010

Primary responsibilities included:

- Developed and allocated multi-million dollar revenue and expense budgets to functional areas/divisions for 800+ employee organization running AT&T's government contracts.
- Supported CFO in annual forward pricing rate analysis, projection, and DCAA submission process for \$200M + professional services organization. Performed analysis and estimation of indirect costs of planned government contracts level of effort.
- Managed planning/forecasting process and analyzed financial and operational performance measurements. Assisted in the development of RFPs.
- Actively participated in financial review meetings with CEO, CFO, Controller, Sector Directors, and associated Business Managers. Developed recommendations to achieve financial and operational performance objectives.
- Interfaced with program and infrastructure support teams to ensure timely execution of business processes and resolve operational and program issues.
- Spearheaded full upgrade, implementation, and maintenance of Hyperion Enterprise Performance Management System. Created and maintained technical system and project documentation. Improved procedures and shortened manual and script run time for close processes.
- Direct technical and user system backup for Hyperion System Administrator.
- Provided system user training meetings for Sector Business Managers and Program Control Managers.
- Tracked end to end cycle times, organizational productivity, project overruns, analyzed metrics results, and determined its impact(s) on fiscal and operational performance.

Accounting Manager

Accounting One Financial - McLean, VA - February 2004 to April 2008

Primary responsibilities included:

- Responsible for managing accounting and financial analysis processes for clients of boutique accounting firm.
- Provided leadership and management direction to train, coach, supervise, and cultivate 2 accounting analysts to ensure the team to grow and was current on their understanding of all laws and financial regulations.
- Facilitated development and implementation of new procedures, policies and controls to improve and streamline accounting processes. Oversaw operations management with firm owner, with focus on continuous improvement.

- Ownership of accounting and financial functions included: direct management of general ledger entries and daily accounting activities of accounting analysts, auditing, tax preparation and filing for 100+ individual and corporate clients, managed monthly and year end close processes, prepared financial statements and reports, and performed requested financial analysis to review overall health of client companies.
- Maintained Quickbooks and Lacerte databases.

EDUCATION

Bachelor of Science in Finance

George Mason University

1999 to 2003

ADDITIONAL INFORMATION

HIGHLIGHTS

- = Project Management Process = Skilled Negotiator = Program Management
- = Process Improvements = Strategic Thinking = Product Marketing – Analysis, Competitors & Trends
- = Mergers & Acquisitions = Collaborative Leader = Deep Knowledge of Technology Industry