**Professional Summary**

* Successful IT professional with a consultative approach to value-based business development, relationship management, strategic business partnerships, and technology innovation and deep credentials in technical sales, presales engineering, service delivery, practice management, product development, and agile best practices in mid to enterprise-level environments
* Energetic team player with expertise in digital transformation and technology modernization including agile transformation, replatforming, web/mobile software engineering, API/Microservices, data science/machine learning/AI/ANN, cloud computing, and DevOps (test automation/test data management/CI/CD/CT)
* Very strong credentials in all aspects of consulting services, having developed multiple Centers of Excellence (COEs)/Communities of Practice (COPs) and performed in a lead capacity for various consulting organizations
* Experienced in all facets of developing and managing high performance, cross-functional teams, fostering project collaboration, ensuring workforce excellence, and delivering services utilizing globally distributed, mixed-shore delivery models though outsourced, mix-sourced, and mentor/paired-programming approaches
* Extensive experience designing, modeling and managing software development and support lifecycles including mission critical, high availability enterprise wide web, mobile, and cloud-based solutions
* Strong ability to deliver outstanding satisfaction levels through effective collaboration, technology selection and solution delivery
* Exceptional interpersonal skills with the ability to work in cross-functional, multicultural heterogeneous environments to navigate through challenging and complex organizational ecosystems across management and stakeholder communities from C-level down as well as externally with service vendors, product partners, and other strategic alliances

**ProKarma, Denver, Colorado**

**Vice President - Enterprise Solutions**

**2013 - Present**

* Partnered with ProKarma Executive Team to drive execution of business priorities
* Shared responsibility for aggressive, sustainable, long-term revenue and EBITDA targets and growth
* Work with key customer accounts, driving business development, relationship management and cultivation of project opportunities
* Developed effective strategies for growing business within existing clients and acquiring new clients in enterprise segment
* Responsible for all components of a complex sales process including eliciting client needs, proposal preparation, solution presentation, and contract negotiations
* Defined customer requirements, ensuring they are addressed via technology, practice, and service delivery strategy
* Worked closely with ProKarma sales and marketing organizations to define clear and compelling customer value propositions for the purposes of building and maintaining a pipeline of high-quality opportunities
* Managed client pursuits, coordinating activities and deliverables across ProKarma disciplines
* Provided clear direction to ProKarma recruiting and resource management organizations on specific project personnel requirements needed to successfully deliver client solutions
* Monitored customer, market and competitor landscape and share perspectives as they relate to customer experience and solution/service offering strategies
* Worked closely with clients to align project priorities and deliverables with enterprise roadmaps and playbooks
* Established and maintain a collaborative, collective, and cohesive relationship between client and ProKarma delivery teams
* Oversaw solution implementations with accountability for timely delivery, budget and ongoing results
* Worked tightly with client and ProKarma delivery teams to ensure all solutions are developed, tested and deployed via a client-minded approach