

# Shawn Woods

## VP OPERATIONS - RED HAMMER LLC

Vail, AZ 85641

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To consult with organizations that value project management to align operations with the work that moves toward realizing strategic objectives. To include, mentoring younger professionals with the goal of assisting them to reach their highest potential while creating an environment of continuous learning and improvement. Bridging the communication gap between operations and executive teams to ensure that effective and efficient communication is a regular occurrence to ensure strategic alignment. Help organizations grow the top and bottom line by implementing policies and procedures where opportunities present themselves to create an operational organization that is working on the right things at the right time.

Willing to relocate: Anywhere

Authorized to work in the US for any employer

### WORK EXPERIENCE

#### VP OPERATIONS

RED HAMMER LLC - Tucson, AZ -

2016-10 - Present

- Implemented Basecamp and trained teams how to utilize the system in order to ensure staff are working items in the correct order.
- Managed a data center migration project that had over 100 systems and 400 servers either to the Microsoft cloud or to one of two new data centers
- Managed the implementation of System Center Configuration Manager for a 9-hospital organization.
- Set and achieved revenue targets for 2015 and 2016 successfully

#### DIRECTOR OF PROFESSIONAL SERVICES

RED HAMMER LLC - Tucson, AZ -

2014-01 - Present

- Managed a Windows 2003 remediation project for a \$2 billion enterprise
- Conducted due diligence to a medical management organization for a soft call center and presented to the Executive team for recommendation.
- Managed the development of a mobile application for the auto industry as it relates to compliance.
- Managed the development of a Content Management System for a non for profit in order to standardize training and curriculum development across the organization.

#### PMO Director

Arizona Connect Care - Tucson, AZ -

2013-01 - 2014-01

- Accountable Care Organization - healthcare

- Developed and led the PMO

### **Director of IT Sales**

Clifton Gunderson LLP -

2006-08 - 2013-01

### **Director of Project Management**

Providence Service Corporation - Tucson, AZ -

2006-08 - 2013-01

Developed and managed the PMO to include having several analysts and PM's as direct reports.

### **Implementation Manager**

Apta Software, - Fund Accounting System -

2004-01 - 2006-08

## **EDUCATION**

### **BACHELOR OF SCIENCE in Management Information Systems**

UNIVERSITY OF ARIZONA

2001-05

## **SKILLS**

Budget Development, Microsoft Project, Management, Sales, Business Analysis, System Administration, Change Management, Process Improvement, Presenter, Mentoring, Sales Management, Leadership Development, Information Technology, Account Management

## **MILITARY SERVICE**

Service Country: United States

Branch: Air Force

Rank: e4

1993-08 - 1997-08

Power Production Specialist, honorable discharge with several awards and accommodations that can be validated via my dd-214 upon request.

Commendations:

Upon Request

## ADDITIONAL INFORMATION

### MANAGEMENT

- Accustomed to having direct reports such as PM's, Business/System Analysts and related professional fields.
- Mentoring of younger staff on topics such as Project Management, Time Management, Organizational skills, Work Prioritization, Effective Communication both written and oral.
- Budget development both by resource allocations and financial requirements at both the project and department level.
- Hiring and firing of key positions to ensure the right skill set is allocated to the correct position to ensure strategic initiatives are positioned for success.
- Create a solutions focused culture to ensure that staff are fostering a can do mentality to maximize productivity, innovation and job satisfaction.

### SALES

- Exceptional in solution selling as it relates to software, consulting opportunities and contract negotiations.
- Strong presentation skills to include the ability to captivate an audience in order to convey the organizations message in an effective and clear manner.
- Accustomed to setting sales goals and establishing incentives to motive sales teams in order to exceed sales objectives.

### COMMUNICATION

- Proficient in both written and verbal communication often directed toward senior leadership and Board of Directors.
- Prodigious in presenting to a group with a unique ability to engage attendees

### LEADERSHIP

- Ran multiple PMO offices for public and private organization ranging from 200 million in market capitalization to \$1.3 billion.
- Developed a PMO for a publicly traded company