**ANTHONY P. RAVIELE, PMP**

[https://www.linkedin.com/in/anthonyraviele](file:///D:\odrive\Google%20Drive\Job%20Hunt\Resume\anthonyraviele)

Durham, NC, (919)518-5406(m) [araviele@nc.rr.com](mailto:araviele@nc.rr.com)

**SUMMARY**

A versatile, innovative and globally minded ***project and program manager*** with experience leading cross functional teams on large scale, business critical projects and programs. Possesses a high degree of integrity, professionalism, and a calm and steady demeanor with the flexibility to work effectively with customers and cross functional teams to deliver business value.

Knowledge areas and Skillset:

- Project Scope definition - Software Development Life Cycle(SDLC) & Agile

- Project Planning and Status - Risk Analysis & Management

- Process Improvement/mapping - Global Cross Functional Team Engagement

- Best Practice Development/Use - Data analytics, Metrics

- Scrum Master

**EXPERIENCE**

**CCI-International.,** Raleigh, NC

Project Manager 2016-Present

Engaged with the NCDOT managing a team responsible for the transition from older imaging technology to newer hardware and software using ICN, IBM WebSphere, Datacap, highspeed scanners etc.The project is in the initiation phase using a waterfall methodology and should be about a 12 month duration through design build, implementation, test and post release assessments. The team is using managed services for a large part of this work. This project requires RFQ’s and RFP’s for budgeting and close schedule management using earned value. Estimated project is about $1.5m.

**Inceed Inc.,** Raleigh, NC

Program Manager 2015-2016

Conducted business workflow analysis to establish a current state reference mode and define future state business requirements and workflows to implement a marketing communications module. The new marketing module was a business critical capability. The workflow was in preparation for an Agile approach as part of a CRM system implementation for an organization that had difficulty getting the system into production since its acquisition four years ago. My work output made it easier and quicker for the project team to create user stories and set conditions of satisfaction as well as align business stakeholders. The mapping effort was completed ahead of schedule and the deliverables also provided insight into the risks, issues and several unique process flows that have to be factored into a final solution. There was significant business user engagement and collaboration from VP’s down to senior managers.

**Cisco Systems**, RTP, NC

Program Manager 2007-2015

Led large company-wide global cross-functional IT and business teams through the planning, development, testing and “go-live” of quarterly enterprise product releases while in the enterprise release management office and the quote-to-order groups. Worked very closely with business and solution delivery teams to define and aligned program scope and deliverables with business priorities, define requirements, communicate program and project status, perform risk analysis, plan schedule with dependencies and critical path and manage program and project changes. The main responsibilities were focused on minimizing business risks and delivering business value targeted to increase revenue growth and drive commerce process adoption. Developed project and program value propositions, ROI analysis and maintained project and program budgets and forecasts as needed. Led the development of data analytics to determine Collaborative Professional Services target partners and services portfolio. Facilitated the development of partner sales enablement materials to support sales teams. Developed, mapped and optimized workflows and processes. Troubleshot IT and business processes to improve efficiency.

* Led project and programs teams to define and execute large scale implementation and development efforts using SLDC, Agile(hybrid model) and best practices for solution delivery. These led to successful completion of new commerce capabilities and applications enabling rapid growth and stakeholder adoption of subscription services bookings at $1B per year and 5% top line growth.
* Optimized internal work flows by process mapping a new pricing and quoting methodology as part of a new services bundling capability that significantly reduced the quote to order cycle time and made the pricing and quoting of new opportunities much easier for sales teams.
* Identified and resolved a gap in data analytics used to show and assess the adoption and uptake of new commerce capabilities. Developed unique deal and booking metrics that provided new process adoption metrics and revenue trending information. This information led to further revenue growth and four FY16 program funding agreements to continue the program.
* Developed and documented release best practices and key release process procedures that led very consistent and repeatable results and were a model used to train and mentor other release managers and served as a repository of knowledge.
* Led a global program team on transformational changes to release “Go-Live” that improved ease of doing business, reduce the quote to order cycle times, and introduced new application capabilities that led to significant top line sales growth and process/tool adoption.
* Developed a customized hybrid approach for quarterly release development in cooperation with the enterprise project management team utilizing rapid application development and Scrum methodologies.
* Drove the approval to conduct a market trial for a new business capability and a product launch that optimized sales quote to order cycle time and improved the ease of doing business. Facilitated executive approvals to gain resource commitments and funding. Created the supporting sales collateral, project plan and conducted the market trial program for the $4m capability investment with no additional funding in FY15. This trial confirmed the viability of the new capabilities and allowed the development of new sales enablement collateral and stakeholder engagement for a smooth launch ramp up and go-live.
* Developed metrics to gain insight into selling patterns by developing bookings analytics for direct sales activities to guide future planning and sales activities.
* Drove the creation of a proof of concept plan to determine the feasibility of driving Cisco partners to resell Cisco Advanced Services to increase service bookings. The proof of concept execution ultimately led to a new program to accelerate partner sales that resulted in double digit incremental top line growth.

Tools used: SmartSheets, MS Projects, MS Office Suite

**Tekelec,** Morrisville, NC

Manager of Professional Services 2004 – 2006

Managed a group of service delivery engineers and project managers that provided pre- and post-sales support and training, database migration, system analysis, pre- and post-cut over support, system provisioning and configuration services for telecommunication equipment and software. This was a customer facing role and required extensively external and internal customer’s engagement to refine technical solutions and delivery plans. Kept the team’s competency levels and skills up to date with the newest products and software releases. Defined and implemented regular technical training intervals. Created and revised project management procedures & best practices that included a delivery process, statements of work, project plans and schedules, and completion notices. Drove utilization & metrics

* Completed thirty five projects, some over 12 months long, successfully meeting target delivery dates, cost and revenue targets. Some of these projects were technically very challenging one of a kind implementations requiring custom software development
* Successfully met quarterly revenue recognition targets for two business units.

Tools used: Rally, Rational suite, MS Project, MS Office suite

**Hill Rom**, Cary, NC

Program Manager 2001-2004

Led medical device projects that included nurse call systems, medical monitoring systems and product hardware and software updates with marketing, development, test and sales teams. Iterative project development methodologies to get the project off to a fast start. Many projects used UML, the object oriented design approach including use case development, transaction diagrams and object modeling.

**OTHER EXPERIENCES**

**General Electric/Ericsson** - Report to the manager of Manufacturing Technology

As a Senior Technical Leader for new product introduction I led a cross-functional teams group that provided project management for the introduction of new products (Introduced land mobile radios, cellular phones, universal chargers and controller products on time and with 90+% process yields).

My teams typically consisted of 10-15 people from marketing, engineering and manufacturing. Typical new products started at concept and the product feasibility phase and followed them until the factory accepted them. The team influenced design strategy and approach to target very low defects, optimize the available-to-ship schedules and achieve product cost targets and revenue margins.

Led a cross-functional team that developed a new manufacturing process to produce software for a new business segment -Software Services. This project was completed eight weeks ahead of schedule and met its sales goal six months before plan.

**EDUCATION**

Syracuse UniversityMSEE

Union CollegeBSEE

**CERTIFICATIONS**

PMP(2001)

Network +

BOST Silver

**TECHNICAL EXPERIENCE**

Languages Years' experience Skill level/Use

Java 10+ Managed many projects using this technology

XML 5 Managed many projects using this technology

C 3 I used to program in C

C++ 2 I used to program in C++ (a few programs)

JavaScript 10+ Managed many projects using this technology

SQL 10+ Managed many projects using this technology

HTML 4 Managed a few projects using this technology

UML/OOD-P 3 Managed two big projects using this tech.

Visual Basic 8+ Currently use this for data analytics & analysis as needed

Jira 3 Managed and used on Agile projects

MS Office Suite 10+ Expert-PPT, Excel, Outlook and One Note etc.

MS Project & Visio 10+ Expert

Smart Sheets 2 Used and managed projects with this tech for collaboration

BOX 2 Used and managed projects with this tech for collaboration