

Stephen Lyssy

DYNAMIC LEADER SEEKING CAREER CHANGE INTO SOFTWARE DEVELOPMENT/ENGINEERING

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Profile of Qualifications

PROJECT MANAGEMENT | JAVASCRIPT | PYTHON | HTML | CSS | D3.JS | POSTGRESQL | SQL | MONGODB | TABLEAU | FLASK | PANDAS | STRATEGIC ANALYSIS / PLANS | VENDOR RELATIONS | KEY CONTRACT NEGOTIATIONS | START-UP / TURNAROUND OPERATIONS | MULTI-PROCESS IMPROVEMENT | PRODUCT / SYSTEMS DEVELOPMENT | TEAM BUILDING / TRAINING | TRENDS TRACKING | BUSINESS DEVELOPMENT | SALES / MARKETING | RISK MITIGATION | REGULATORY COMPLIANCE | WORK PRIORITIZATION | COST REDUCTIONS | MULTI-SITE OPERATIONS MANAGEMENT

- Ambitious self-starter who offers proven experience in large-scale business operations optimization in alignment with a company's vision, value, and goals, and further leads teams by example and with integrity to deliver service excellence.
- Top performer who contributes sharp analytical abilities and superior attention-to-detail while demonstrating expertise in new business development, start-up operations, sales / marketing, and strategic oversight of high-volume projects.
- Excellent communicator who seamlessly liaises among C-level executives, contractors, vendors, technicians, business associates, clients, and the community alike while promoting the utmost professionalism in attaining aggressive goals.

Continued Education

Successfully completed the Data Analysis and Visualization Boot Camp gaining new skills in Python, JavaScript, SQL Databases, HTML, CSS, Tableau, D3.JS and much more. See link to GitHub Repository. <https://github.com/Slyssy>

- Graduated at the top of my class and took a mentor role for several other students in my class. I performed so well that my instructor, Edward Krueger, and his teaching assistant, Douglas Franklin asked me to write an article with them for Towards Data Science, a Medium publication. To view this article, "Classes in Functional Programming", click the following link. <https://towardsdatascience.com/classes-in-functional-programming-ee48a50b6235>.
- Completed a project that used Python and Plotly to perform API requests from Cornell University to track and visualize the migration patterns for birds across the United States.
- Developed a job costing application using Python, JavaScript, D3, SQL, HTML and CSS that would allow users to enter projects and track their expenses across the lifecycle of the project. Created custom visualizations that made it easy to see and understand the project's performance.
- Currently enrolled in Udemy's "Complete JavaScript Course 2021: From Zero to Expert" and have already enrolled for Udemy's "React – The Complete Guide (including Hooks, React Router, Redux)".

Career Highlights

- Maximize bottom-line performance by developing state-of-the-art software to increase productivity and track project costs (i.e. everything from salary expenses to sales tax expenses to material costs) on a cloud computing platform.
- Employed the knowledge and skills I cultivated while developing the project management software indicated above to start a project management software business.
- Achieved recognition as Tyco Integrated Security's #1 subcontractor in the State of Florida handling 60% of all commercial installations, as well as attaining status as the largest installation provider for the company's nationwide accounts.
- Spearheaded project growth from 5 concurrent initiatives to 120+ active projects while contributing sharp analytical abilities to forecast projects' completion, determine obstacles, and implement solutions to mitigate any risks.

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DYNAMIC LEADER SEEKING CAREER CHANGE INTO DATA ANALYTICS

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Professional Synopsis

TOTAL SECURITY SOLUTIONS

2019 – PRESENT

Project Manager/Estimator

- Employed extensive industry experience and business insight to develop a new business division and guide the expansion into a new market sector for an existing residential and small business security company.
- Estimated and designed fire alarm systems using third party estimating and takeoff software, wrote proposals outlining project qualifications and managed contract negotiations.
- Utilized self-developed project management software to manage project documentation including contracts, change orders, permit documentation and project close out documents as well as track expenses and job completion progress to mitigate risks and deliver profitable projects.

ACS FIRE & SECURITY

2012 – 2019

Vice President of Operations

- Utilize broad scope of industry knowledge and dynamic business acumen toward directing forward-thinking operations, including recruiting, training, mentoring, and managing a top-performing team of 20+ technicians, as well as leading 60+ contractors in actively managing 140+ projects simultaneously with a backlog in the seven-figure range.
- Optimize use of resources to achieve objectives by managing all scheduling and workflow prioritization, including proactively adjusting schedules per daily multi-project requirements and deadlines to successfully complete the job.
- Built and maintained strategic business relationships in an effort to control costs, mitigate risks, maximize projected net margins and contribute to over a 100% growth in annual revenue in just 5 years.

CARTER BROTHERS, LLC

2007 – 2012

Senior Project Manager

- Capitalized on the opportunity to become the youngest project manager in the organization's history, including directing all facets of Florida project implementation to expedite project delivery and mitigate operational risk, as well as quickly developing professional skills to attain status as one of the organization's most successful project managers.
- Coordinated efforts among large-scale subcontractors to deliver a finished project in a timely manner for a fixed cost.

STANBERRY & ASSOCIATES

2004 – 2007

Marketing Director

- Drove business growth by building an independent marketing program for this largest privately owned real estate brokerage firm in Texas, including developing mutually beneficial relationships with high-profile vendors to create results-generating marketing events and public relations opportunities for the firm's agents to further boost profits.
- Developed a strategic pricing algorithm for in-house digital and print marketing products, along with effectively developing a comprehensive project lifecycle for marketing campaigns to enhance project management proficiencies.

Education & Professional Development

The Data Analysis and Visualization Boot Camp

THE UNIVERSITY OF TEXAS AT AUSTIN: MCCOMBS SCHOOL OF BUSINESS

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Education & Professional Development (continued)

Upcoming Continued Education:

MiT|xPro – Professional Certificate in Coding: Full Stack Development with MERN: This is a 32 week bootcamp that starts on September 14, 2021.

NICET LEVEL III Certification: Fire Alarm Systems

NATIONAL INSTITUTE FOR CERTIFICATION IN ENGINEERING TECHNOLOGIES

Master Certificate in Project Management

VILLANOVA UNIVERSITY

Bachelor of Business Administration

UNIVERSITY OF TEXAS

Effective Management Workshops | Various Leadership Seminars

Additional Professional / Personal Development Workshops & Seminars