

# Stephen Carras

Technical PM | Innovation | Leadership | Agile Development | Strategy

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## SUMMARY OF QUALIFICATIONS

Experienced PM professional with 8 years successfully leading high-performing engineering and business initiatives, formulating winning strategies to bring products to market. Expertise facilitating cross-functional team collaboration and consistently making data-driven decisions that influence stakeholders and leadership choices. Skilled at adapting to industry and technology trends for implementation of strategic decisions. Over 2 years of hands-on experience with AI prompt engineering to enhance task efficiency.

## CAREER HIGHLIGHTS

- Led a team of analysts, conducted 7 large market research projects, delivered successful outcomes totaling \$11m revenue.
- Helped raise \$1m in seed capital at a \$6m valuation as the 7th employee through development of an initial value proposition.
- Achieved an 80% idea adoption rate through exceptional storytelling tailored to diverse audiences including key executives.
- Supported executive-level strategy, resulting in \$119m in funding, enabling development of EV wireless charging technologies.

## TECHNICAL WORK EXPERIENCE

### T-Mobile

#### Technical Program Manager

Snoqualmie, WA

Sep 2021 - Nov 2022

- Achieved a 15% reduction in time required to identify and mitigate security risks by implementing a comprehensive Jira-based vulnerability tracking system using Agile methodologies.
- Led weekly project status meetings for 3-5 concurrent projects, reviewed progress and communicated results to key stakeholders.
- Used Jira to monitor 1,700 vulnerabilities and coordinate remediation strategies, regularly provided detailed, data-driven updates to senior management featuring Power BI progress dashboards, ensuring transparency and accountability.
- Delivered presentations to promote internal cyber awareness to audiences of up to 600 live participants.
- Implemented AI-driven prompt engineering resulting in a 10% boost in efficiency by streamlining project workflows, leading to faster response times, ensuring higher productivity of engineers.
- Coordinated tracking of 10-25 new weekly vulnerabilities using a data driven approach built around Power BI, Excel, and Jira and communicated macro trends to key stakeholders including Directors and VPs during biweekly meetings.

### T-Mobile

#### Assoc. Technical Program Manager

Snoqualmie, WA

Jun 2020 - Sep 2021

- Used Scrum during a \$60,000 project collaboration with an external vendor's Agile software development team on the creation of a product for tracking 500 vulnerabilities, ensuring product readiness and successful adoption while avoiding scope creep.
- Joined a newly created risk management team under CyberOps employing Agile principles to effectively partner and coordinate with multiple cross-functional engineering teams resulting in timely delivery of effective solutions to complex security challenges.
- Created and maintained technical documentation for critical processes using Jira and SharePoint, greatly enhancing transparency and facilitating communication between multiple partner teams.
- Responsible for maintaining access permissions on SharePoint sites ensuring secure and productive collaboration.

## BUSINESS WORK EXPERIENCE

### Momentum Dynamics

#### Advisor, Growth Strategy

Remote

May 2018 - May 2021

- Performed in-depth trend analysis on EV van and truck adoption in a 400k vehicle fleet (1% EVs), resulting in productive discussions with 4 potential delivery partners, perfectly aligning with the company's expansion goals.
- Provided strategic insights and recommendations for continued expansion into the EV bus market comprising 39% of 600k buses, leading to discussions with multiple municipal bus services laying the foundation for potential future partnerships.
- Held biweekly calls with the CEO of an EV wireless charging company to provide consistent updates delivering valuable insights into external dynamics that impacted business operations.

### Momentum Dynamics

#### Sr. Business Strategy Manager

Remote

Aug 2015 - May 2018

- Delivered over 30 reports (2-5 pages) advising on technology adoption aligned with industry trends maximizing shareholder value.
- Authored 8 comprehensive reports (5-10 pages) focusing on revenue generation, marketing, and a digital-first business model.
- Collaborated with executives, resulting in a 57% EV charging site expansion increase, implemented strategic initiatives to drive revenue growth and foster partnerships with potential third-parties.

### Momentum Dynamics

#### Technical Program Manager, Strategy

Malvern, PA / Remote

Aug 2012 - Aug 2015

- Led a high-performing analyst team contributing to the company's valuation growth from \$6m to \$70m in 4.5 years by delivering impactful strategic recommendations during presentations to executives.
- Cultivated a highly collaborative environment that adhered to Agile practices, resulting in a 15% team productivity increase and 10% morale boost through effective team building during weekly standup meetings.
- Collaborated with engineering teams using Agile frameworks to ensure alignment with customer product specifications, resulting in \$11m US and European sales revenue with flawless product delivery record and high customer satisfaction.

- Led Agile-style weekly team standup meetings, optimizing workflow and reducing project completion time by **6** hours resulting in increased executive decision-making efficiency.
- Developed and helped execute a market entry strategy leading to successful wireless charger installations at **2** beta-test locations, later expanding to over **50** permanent locations worldwide.

UNIVERSITY LEADERSHIP ROLES

- Led teams of **2** to **5** peers in **10** of **11** classes for my Masters in Cybersecurity, receiving **94%+** grades on all group assignments.
- Created a Slack channel for MBA students to network outside of class resulting in **61** of **147** students joining within the **1st** week.
- Set up a weekly Financial Accounting study group chat used by **9** fellow students.

EDUCATION

<b>The Pennsylvania State University</b> <b>Master's:</b> Master of Business Administration (MBA)   GPA: 4.0/4.0 <b>Double Certification:</b> Engineering Leadership and Innovation Management Management Consulting	<b>World Campus</b> Expected Graduation 2025
<b>The Pennsylvania State University</b> <b>Master's:</b> Cybersecurity   GPA: 3.97/4.0 Concentration: Analytics and Operations	<b>World Campus</b> Graduated 2023
<b>The Pennsylvania State University</b> <b>Bachelor of Science:</b> Security and Risk Analysis (SRA) Concentration: Information and Cybersecurity	<b>World Campus</b>
<b>The Pennsylvania State University</b> <b>Bachelor of Science:</b> Business Minors: Global Finance and Renewable Energy	<b>World Campus</b>

CERTIFICATIONS

- **The Pennsylvania State University:** National Security Agency - Issued May 2020 (obtained on completion of SRA degree)

BUSINESS SKILLS

<b>Strategic Skills</b> <ul style="list-style-type: none"><li>▪ Strategic Planning</li><li>▪ Problem Framing</li><li>▪ Innovation Strategy</li><li>▪ Growth Strategy</li><li>▪ Business Development</li><li>▪ Market Entry Strategy</li><li>▪ Strategic Alignment</li><li>▪ Cost Reduction and Savings</li><li>▪ Performance Metrics / KPIs</li></ul>	<b>Communication</b> <ul style="list-style-type: none"><li>▪ Stakeholder Management</li><li>▪ Storytelling and Influencing</li><li>▪ Public Speaking</li><li>▪ Written Communication</li><li>▪ Vendor Management</li></ul>	<b>Project Management</b> <ul style="list-style-type: none"><li>▪ Business Modeling</li><li>▪ Project Management</li><li>▪ Project Planning</li><li>▪ Project Coordination</li><li>▪ Technical PM (software)</li><li>▪ Product Management</li><li>▪ Scrum</li><li>▪ Agile Methodologies</li><li>▪ Scope Management</li></ul>	<b>Leadership</b> <ul style="list-style-type: none"><li>▪ Team Empowerment</li><li>▪ Conflict Resolution</li><li>▪ Collaboration</li><li>▪ Crisis Management</li><li>▪ Empathy</li><li>▪ Delegation</li><li>▪ Resource Allocation</li></ul>
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TECHNICAL SKILLS

<b>Software Tools</b> <ul style="list-style-type: none"><li>▪ Tableau</li><li>▪ Power BI</li><li>▪ Excel</li><li>▪ Visio</li><li>▪ SharePoint</li><li>▪ Microsoft Office Suite</li><li>▪ ServiceNow</li><li>▪ Orange3 (data analysis)</li></ul>	<b>Technical Knowledge</b> <ul style="list-style-type: none"><li>▪ AI Prompt Engineering</li><li>▪ Data Visualization</li><li>▪ Business Intelligence (BI)</li><li>▪ Quantitative Market Analysis</li><li>▪ Statistical Analysis</li><li>▪ Technical Writing</li><li>▪ Technical Documentation</li><li>▪ Business Risk Management</li></ul>	<b>Analytical Skills</b> <ul style="list-style-type: none"><li>▪ Financial Analysis</li><li>▪ Competitive Analysis</li><li>▪ Market Research</li><li>▪ Structured Thinking</li><li>▪ Workflow Modeling</li><li>▪ Process Modeling</li></ul>	<b>Other Skills</b> <ul style="list-style-type: none"><li>▪ Cybersecurity</li><li>▪ ChatGPT (as applicable)</li><li>▪ Automation Strategies</li></ul>
<b>Languages</b> <ul style="list-style-type: none"><li>▪ Swift (Beginner)</li></ul>	<b>Cloud</b> <ul style="list-style-type: none"><li>▪ AWS (Beginner)</li></ul>		