Stephen Carras

Current MBA Student, Technical PM with Cybersecurity and Business Experience

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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

- Cybersecurity **2.5** years risk management experience collaborating with engineering teams on **3** enterprise-wide initiatives.
- Led a team of **4** 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   **Snoqualmie, WA**
Technical Program Manager, Cybersecurity   *Sep 2021 - Nov 2022*

- Drove strategic decision-making by creating a vulnerability tracking dashboard, facilitating collaboration with **8** cross-functional engineering teams to pinpoint security risks and working with PMO teams to properly allocate resources.
- Coordinated with **4** engineers to monitor resolution of **1,700** vulnerabilities, providing detailed reports to the Sr. Manager for biweekly VP level meetings featuring Power BI progress dashboards.
- Delivered presentations to promote internal cyber awareness to audiences of up to **600** live participants.
- Boosted efficiency by **10%** using AI-driven prompt engineering to streamline workflow for faster response times.
- Utilized Excel and Power BI for vulnerability analysis, consistently tracked **10-25** new weekly vulnerabilities to identify macro trends and deliver actionable security recommendations to stakeholders, contributing to the organization's overarching security strategy.

T-Mobile   **Snoqualmie, WA**
Assoc. Technical Program Manager, Cybersecurity   *Jun 2020 - Sep 2021*

- **4th** member of a newly created risk management team under CyberOps, partnering and coordinating with **5** cross-functional teams delivering timely effective solutions and resolving complex problems.
- Created and meticulously maintained documentation for **3** critical processes, enhancing transparency, facilitating communication between **2** partner teams while managing access permissions on **2** SharePoint sites.
- Collaborated with an Agile development team, contributed to creating software products tracking **500** initial vulnerabilities and risks, ensuring product readiness and successful adoption by the risk management team.

BUSINESS WORK EXPERIENCE

Momentum Dynamics   **Remote**
Advisor, Growth Strategy   *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 **30** minute 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   **Remote**
Sr. Business Strategy Manager   *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   **Malvern, PA / Remote**
Technical Program Manager, Strategy   *Aug 2012 - Aug 2015*

- Led a high-performing team of **4** analysts 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, resulting in a **15%** team productivity increase and **10%** morale boost through effective team building during weekly standup meetings.
- Collaborated with engineering teams ensuring alignment with customer product specifications, resulting in **$11m** US and European sales revenue with flawless product delivery record and high customer satisfaction.
- Led **30-45** minute weekly team standup meetings to optimize workflow and reduce project completion time by **6** hours resulting in increased executive decision-making efficiency.

- Developed 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 used by **9** fellow students.

EDUCATION

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

CERTIFICATIONS

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

BUSINESS SKILLS

Strategic Skills	**Communication**	**Project Management**	**Leadership**
▪ Strategic Planning	▪ Stakeholder Management	▪ Business Modeling	▪ Team Empowerment
▪ Problem Framing	▪ Storytelling and Influencing	▪ Project Management	▪ Conflict Resolution
▪ Innovation Strategy	▪ Public Speaking	▪ Project Planning	▪ Collaboration
▪ Growth Strategy	▪ Written Communication	▪ Project Coordination	▪ Crisis Management
▪ Business Development	▪ Vendor Management	▪ Technical PM (software)	▪ Empathy
▪ Market Entry Strategy		▪ Product Management	▪ Delegation
▪ Strategic Alignment		▪ Scrum	▪ Resource Allocation
▪ Cost Reduction and Savings		▪ Agile Methodologies	
▪ Performance Metrics / KPIs			

TECHNICAL SKILLS

Software Tools	**Technical Knowledge**	**Analytical Skills**	**Other Skills**
▪ Tableau	▪ AI Prompt Engineering	▪ Financial Analysis	▪ Cybersecurity
▪ Power BI	▪ Data Visualization	▪ Competitive Analysis	▪ ChatGPT (as applicable)
▪ Excel	▪ Business Intelligence (BI)	▪ Market Research	▪ Automation Strategies
▪ Visio	▪ Quantitative Market Analysis	▪ Structured Thinking	
▪ SharePoint	▪ Statistical Analysis	▪ Workflow Modeling	
▪ Microsoft Office Suite	▪ Technical Writing	▪ Process Modeling	
▪ ServiceNow	▪ Technical Documentation		
▪ Orange3 (data analysis)	▪ Business Risk Management		

Languages
▪ Swift (Beginner)