

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

Technical Program Manager, Cybersecurity

Snoqualmie, WA

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

Assoc. Technical Program Manager, Cybersecurity

Snoqualmie, WA

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

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 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

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

CERTIFICATIONS

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

BUSINESS SKILLS

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

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