

IT Project Manager IT Project Manager IT Project Manager - Texas Instruments Dallas, TX Seeking a challenging sales role, where I may use my business expertise along with my engineering background to contribute to the company success as well as my own. Work Experience IT Project Manager Texas Instruments - Dallas, TX February 2016 to Present Assembling and leading a team of individual Defining project scope, building a comprehensive work plan, and managing to the budget. Align with stakeholders on priorities and roadmap Presenting and collaboration with management on project execution Account Manager Texas Instruments - Dallas, TX June 2015 to February 2017 Understanding my customer's business sector and their available TAM Developing premeditated plan including tactics for year on year revenue growth Working alongside engineers from design phase to completion of projects Leveraging resources including sales tools and established relationships to win over new business Accountable for understanding of supply chain and maintaining strategic relationships with distribution partners. Education Bachelor of Science in Electrical Engineering Florida International University - Miami, FL May 2015 Skills SALES (1 year), SUPPLY CHAIN (1 year), ACCOUNT MANAGEMENT (Less than 1 year), IEEE (Less than 1 year), PRICING (Less than 1 year) Additional Information Skills Sales: Intermediate Account Management: Intermediate Supply Chain: Intermediate Pricing/SAP: Intermediate Power management: Intermediate Electronics: Intermediate Academic Accomplishments Senior Design I & II - FIU ? Project Leader IEEE Member SHPE Member Member of Phi Theta Kappa National Honor Society

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