

IT Project Manager IT Project Manager Howard Beach, NY Project Manager with a passion for talent development and team building, as well as a strong background in business development. Comprehensive background includes 5+ years of expertise in organizing business operations, and resource management to ensure smooth flow and project operations. Collaborative in meeting with stakeholders to estimate and forecast costs, create budgets and plan schedules. Organized in leading procurement of resources including equipment and supplies. Results-driven in monitoring projects by ensuring production adheres to schedule and budget, managing production team, identifying problems and providing targeted solutions. Knowledgeable in accounting principles, bookkeeping, budget and financial management. Authorized to work in the US for any employer

Work Experience IT Project Manager DC Smart Solutions SAS - Barranquilla, Atl ntico June 2018 to December 2018 - Designed strategic plan for component development practices to support future projects. - Collaborated with clients from concept through final delivery of product or service. - Followed internal procedures for change management, incident management and escalation. - Oversaw implementation of application developments. - Implemented new services into production. - Conducted research on network products, services, protocols and standards for network procurement and development efforts. - Contributed to the success of the client's organization by improving the performance, motivation, job satisfaction, hiring practices, training programs and management systems. - Achieved continuous process improvements by introducing cutting-edge technology upgrades, paperless systems and the automation of monitoring systems. - Formulated complete project plans and coordinated engineering, design and shop drawing efforts. Business Development Manager/Sales IN-NOVA STL SAS - Barranquilla, Atl ntico June 2016 to May 2018 - Worked with existing customers to increase purchases of products and services. - Participated and actively engaged in strategy meetings with other shareholders. - Collaborated with company departments to develop new strategies to capitalize on emerging customer and market trends. - Developed new business by networking with valuable customers. - Devised effective marketing, sales and other promotional initiatives. - Negotiated and closed long-term agreements with new clients in assigned territory. - Reached out to potential customers via telephone, email and

in-person inquiries. - Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit. - Researched and identified opportunities for growth. Operations Manager TSCC SAS - Barranquilla, Atl ntico February 2015 to May 2016 - Collaborated with IT and business teams to develop and enhance architecture in order to better track business KPIs. - Managed daily operations, including sales, purchasing, scheduling, and P&L. - Increased customer satisfaction and grew business by maintaining close relationships with customers. - Reduced inaccuracies by training over 100+ team members on best practices, policies and procedures. - Maintained up-to-date on business operations as well as positive and negative impacts. - Improved the efficiency of daily operations through better strategic and tactical planning, improved quality control standards, enhance marketing and stronger systems management in Human Resources, Accounting and IT departments. - Maximized productivity and management systems by establishing specific goals and managing operations. Education Master's in Business Administration (MBA). Speciality in Project Management EUDE Business School - Madrid, Madrid provincia December 2016 to November 2019 Project Management Professional (PMP) Certification Training Abiztar Learning Technologies, SC. (PMI R.E.P. ID: 4010) in alliance with LiderDeProyecto.com - M xico November 2017 to February 2019 Skills Microsoft Office (10+ years), MS Project (5 years), Project Management (6 years), Business Development (5 years), Process modelling (3 years), Strategic Planning (10+ years), Operations Management (5 years), Network Management (10+ years), Sales Management (10+ years), CRM (8 years), Logistics Management (5 years) Additional Information - Enterprise technologies - Excellent diagnostic skills - Planning and implementation - Project management - Interpersonal skills - Excellent problem-solving abilities - Team player - Configuration management - Windows and Linux - Large computer networks

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