

MARCO FERNANDES

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PROFESSIONAL BACKGROUND

Mr. Fernandes is an experienced business and technology consultant who has been helping clients solve complex problems for over 20 years. He has a proven track record delivering high-profile, high-visibility projects timely and cost-effectively across many industries.

With extensive experience in Project Management, Product Development, Enterprise Architecture, and Business Analysis, Marco brings together an effective blend of analytical, creative, and delivery skills. He is an expert at assessing and navigating complex people-process-technology environments to understand needs and uncover opportunities. His approach: understanding and empathizing with business and technology stakeholders; fostering collaboration in the development of solutions, and driving delivery. He augments his approach by leveraging SEI's unmatched Collective Value, which brings the power of SEI's 500 consultants to every client partnership.

Marco is a core member of SEI's Concept-to-Delivery Community of Practice, where he provides direction and thought leadership on Product Design, Product Management, Delivery, Innovation and other related disciplines.

SELECTION OF RELEVANT EXPERIENCE

Program and Project Management

Lead manufacturing facility integration for one the largest manufacturers of Medical, Dental, and Animal Health equipment in the US. Worked closely with leaders of all areas of the business operation (Plant Managers, Operations, Finance, IT, and other teams) to define the roadmap, project timelines, roles and responsibilities, success criteria and appropriate metrics, communications and change management plans, and other critical aspects of the program.

Business Architecture

Responsible for defining and managing the implementation of key Enterprise Capabilities for a high-growth Fortune 500 fintech. Outlined short- and long-term roadmaps, aligned resources, defined prioritization, and managed implementation across multiple business units (IT, Sales, CX/ CS, Finance and Accounting, and others) in order to enable growth.

Business and Systems Analysis

Led the implementation of critical business systems in multiple industries and across many domains, from Operations to HR to Sales. Performed process mapping, process re-engineering, requirements elicitation and management, testing strategy development and execution, stakeholder communication and other delivery responsibilities, helping teams excel in the delivery of optimal problem-solution fit.

Product Management

Owned the visioning, design, planning, roadmapping, and delivery of multiple solutions for the world's largest processor of card payments. Responsible for cross-stakeholder collaboration, project management, quality assurance and other delivery-related disciplines with focus on supporting aggressive go-to-market strategies.

Industry Experience

- Manufacturing
- Healthcare
- Financial Services
- Software Development
- Transportation
- Legal and HR

Functional Expertise

- Project Management
- Business Analysis
- Product Management
- Enterprise Architecture
- Process Engineering
- Quality Assurance
- Design Thinking
- Rapid Prototyping