manny.pardo@gmail.com

647-807-5630

Manuel Pardo

Skills

- AWS – Networking, EMR, Athena, EKS, S3
- Python Libraries – Pytorch, Pandas, Jupyter
- DevOps Engineering- Github, Code Commit, Docker,
- S&OP – ERP, Supply Chain Planning, Sales Process Engineering, Solution Selling
- Mobile – MDM, Windows, IoT
- Communication and Interpersonal Skills
- Complex Problem Solving
- Agile Software Development
- Analytical Thinking
- Databases: MySQL, MongoDB
- Project Management
- Technical Requirements Analysis
- Troubleshooting and Testing
- Conflict Resolution
- Mobile Application Development
- Data Modeling
- LTE, VOLTE, 5G, VOIP/SIP
- Product Development
- Presentation Skills
- Problem Resolution
- Critical Thinking
- Training & Development
- Data Management
- Team Management

Education And Training

Masters:
Computer Science
New York University Tandon School Of Engineering
NY

Bachelor Of Science:
Physics
Stony Brook University
Stony Brook, New York

- Dean's List Honoree First Semester, Freshman

Experience

EQ Works And Paymi - Developer Evangelist Lead
Toronto, ON
04/2021 - 01/2023

- Responsible for designing and implementing product strategy and agile program execution methodologies for the Locus Geospatial Analytics Platform and Paymi Financial Rewards application
- Led all onboarding efforts and product education efforts
- Responsible for all A/B feature testing methodology for the Paymi application using Contentful
- Responsible for all program management and release framework for delivering ML and Visualization solutions using GitHub Projects and Actions to track and trigger workflows
- Led quarterly companywide NPI and launch activities for the Locus and Atom GeoSpatial Platform
- Editor of the EQ Works Medium site
- Delivered 4 publications and co-authored, "Anomaly Detection in Clickstream Analytics."
- Responsible for customer and partner acquisition and onboarding activities including building POC and sample Jupyter Notebooks, pre-sales activities, and training sessions.

Wolf Advanced Technology - Business Development Engineer
Toronto, ON
04/2020 - 12/2020

- Owned technical relationship with Tier 1 defence contractors for Wolf's line of GPU, SBC, and FPGA modules used in AI inference, SIGINT, and EO/IR
- Analyze customer's IRAD program requirements to deliver ANSI VITA 46 and 48 compliant and
- SOSA Aligned modules for video, RADAR, SAR capture, processing, and AI Inferencing
- Responsible for all pre-sales activities, RFPs, JAD sessions, and SOWs
- Sitting member and contributor to SOSA.

Mapsted - Operations And Strategy Lead
Toronto, ON
01/2018 - 01/2020

- Responsible for developing the pre- and post-sales support process of Mapsted's wayfinding analytics platform
- Liaised between internal and customer product teams to gather business and technical requirements to facilitate onboarding and adoption of Mapsted's mobile geo-analytics platform
- Crafted an effective demand generation process via integration of marketing

- Major in Physics

Developer Associate
Amazon Web Services

Architect Associate
Amazon Web Services

campaigns across multiple channels, including webinars, referral sites, and content syndication
- Resulted in a 30 million
- USD Pipeline of big-box retail accounts
- Recruit, onboard, and mentor sales and marketing staff.

SOTI - Director Of Strategic Alliances
Mississauga, ON
01/2015 - 01/2017

- Built a team focused on growing sales through the advancement of the Windows product platform with system integrators, OEMs and technology partners for our MDM SaaS software
- Built the technology strategy with IS, VAR and technology partners elevating SOTI to premier SaaS
- MDM partner
- Led UX and new feature introductions and storyboards using JIRA during sprints focused on partner and market feedback
- Achieved Tier 1 partner status with Microsoft which led to the addition of exclusive features contributing to the 25% increase in revenue from Windows deployments, 100% of target and Microsoft Platinum sponsorship of the SOTI Sync customer event 2 years in a row
- Built opportunity plan in Salesforce.com by attending trade shows and industry events
- Increased
- Windows opportunities by 25% in FY2016 on total revenue of USD 50 Million.

Microsoft - Technical Solutions Professional
Mississauga, ON
01/2012 - 01/2015

- PARDO@GMAIL.COM MANUEL M
- PARDO 647-807-5630, Northeast U.S
- As SME achieved 110% of quarterly targets
- Key contributor to BlackBerry's success within the Verizon
- Wireless' Enterprise Channel in the East Coast
- Collaborated with field and channel sales teams on sales planning
- Led to further adoption within large accounts in financial, healthcare and industrial sectors
- Led pre-sales, requirements gathering, RFPs, and POC sessions with F100 Accounts
- Resulted in device and server implementation by an F10 company in the energy sector and one of the top 5 pharmaceutical companies in the U.S
- Delivered new product presentations for VZW's Data Sales Leadership on a regular basis.

Blackberry - Senior Manager, Business Management
Waterloo, ON
01/2003 - 01/2011

- Latin America
- Owned the S&OP for the largest business desk region consisting of $250 USD in

revenue per quarter, team of 3 high performing Business Managers and 40 Legal, Marketing, Finance and Sales Directors
- Led process improvements in forecasting, supply chain, inventory management and contract negotiations
- Led deal desk to meet 25% QoQ revenue growth targets by turning 100% business case success rate into executable go-to-market strategies with wireless telecom operators
- Analyzed and developed sales and marketing KPI's and PowerBI/Excel dashboards leading to increased sales and lower inventory costs
- Set up virtual teams with the regional leadership and legal
- Resulting in the reduction of pending contracts by 50% to facilitate rapid execution of g-to-m activities.

Languages

- Fluent in English and Spanish