TONY L. DRAKE

+1 404-939-3753 | 2246 Wayside Drive – Atlanta, GA 30319 | tonydrake@gmail.com
https://www.linkedin.com/in/tonydrake/

DIRECTOR / PRODUCT MANAGER / PROJECT MANAGER / PRODUCT OWNER

Successful leader and manager for the development and implementation of complex business solutions. Excels in building successful teams, leading resources, interfacing with stakeholders and clients, and promoting products/solutions with a competitive advantage to ensure client satisfaction, meets objectives, targets, and goals.

Core Competencies

- Team Building
- Strategic Planning
- Program Management
- Project Management
- Requirements Analysis
- Vendor Management
- Product Management
- Customer Management
- Product Owner
- UI / UX Development

- Stakeholder Management
- Customer and Executive Presentation
- Risk Mitigation & Oversight
- Root Cause Analysis
- Process Improvement
- Transformation
- PCI and Regulatory Compliance
- J2EE / Web / SaaS / Cloud / REST

- Jira, Confluence
- MS Project, MS Visio
- MS Office
- SharePoint
- Android Mobile App Development
- RFID, Barcode
- Integration
- Project Insight
- Financial Force PSA

Delivered Results

➤ **Managed** worldwide team of professional services project managers, 14 project managers, 120+ active projects
➤ **Introduced** new products to the professional service delivery process
➤ **Managed** the onboarding of large worldwide professional services team from acquisition
➤ **Introduced** project management methodology
➤ **Introduced** resource management process
➤ **Introduced** Interviewing process
➤ **Responsible** for project performance, delivery, quality and financials
➤ **Evaluated** organizational structure performance and leadership skills
➤ **Led** support and development teams for PeopleSoft FIN/HCM, Business Intelligence and SharePoint
➤ **Led** the implementation of Oracle Hyperion BIFS for core financial analysis and reporting, mixed Cloud and on-Prem
➤ **Led** the introduction of Strategic Planning and Program Management for business operations
➤ **Solution consultant for RFID and Barcode projects;** identified business requirements and implemented solutions; requirements assessment, vendor selection, field testing, solution deployment, training and delivery were included in the scope of work, RFID, Barcode, Mobile Apps
➤ **Development of Android Apps;** developed several Android applications focused on DoD logistics (Data Collection for WAWF, Barcode Data Entry Tool). More than 7,600 downloads; created free and purchased versions of each application, Java
➤ **Managed the implementation of a complex unified call center desktop solution - for gas and electric utility, insurance, and media companies;** Led gap analysis and requirements gathering, negotiated scope with the client, and built a development team of employee resources along with contract developers to deliver the solution, J2EE
➤ **Led the development of hosted shipping management system for DoD vendors;** system supports RFID compliance requirements, custom DoD forms, and integration to DoD systems for reporting, J2EE, Web, REST, Android
➤ **Led multiple international engagements**. Managed multi-national teams; Bern, Switzerland; Bristol, UK

Professional Overview – Building Corporate Performance and Leadership

Blue Planet Ciena – Director Program Project Management   2018-2020

Director of the professional services delivery project management team. Blue Planet provides products in core network orchestration and inventory management for software defined networks.

Professional Overview continued…

- Managed worldwide team of professional services project managers, 14 project managers, up to 120 active projects
- Introduced new products to the professional service delivery process
  - Products were designed to perform predictive fault analysis using Hadoop data store and artificial intelligence for early warning of network element outages
- Responsible for reviewing and approving statements of work, improved the profitability, quality and deliverability of project through improved scope statements, terms and conditions clarity
- Work with Blue Planet and Ciena sales teams to define project scope and pricing
- Mentored project managers on working with customer and project teams
- Built and delivered training material for project management tools and processes
- Responsible for project performance, delivery, quality and financials
- Led team of project managers performing delivery implementation of Blue Planet network management software
- Evaluated project management tools
- Introduced project management methodology
- Introduced resource management process
- Introduced Interviewing process to increase the quality of hiring new resources
- Perform analysis of legacy organization to pinpoint efficiency and effectiveness issues to improve project delivery, quality and project financial performance
- Managed the onboarding of large professional team from acquisition

CSD Inc, Consultant   2017 - 2018
Consulting in the areas of Program Management, Product Management, Product Owner, embedded systems, Mobile Applications, Android Development, RFID and Barcode.
- Developed Arduino based signal generator to test complex printer system boards. Developed embedded C language software to simulate timing signals and enable testing of complex boards without the need of a complete printing system
- Developed Arduino based sound and light controller
- Volunteer Program Manager for Georgia Center for Oncology Research and Education, Inc. (Georgia CORE). Worked with multiple service providers to plan and manage the buildout, relocation of office and IT systems

RPC Inc, Director Business Program Management Office / Program Manager   2012-2017
Responsible for developing a business program management office for an oil and gas services company.
- Led deep dive fit gap analysis and implementation of Oracle BIFS Hyperion tools to provide enhanced analysis of core financial results profitability analysis. This project developed the first working Business Intelligence tools the for company
- Developed the governance for the company's first business focused program management office (BPgMO)
- Developed the company's first strategic planning process and governance
- Worked with business unit managers to identify and prioritize business driven projects for annual strategic planning
- Participated in annual budgeting and planning process
- Developed Document Management and Imaging Strategy
- Developed Mobile Device and Mobility Solutions Strategy
- Led the introduction and use of POPin employee engagement tool
- Participated in Audit committee response on Cybersecurity to the Board of Directors
- Led the implementation of Capriza for mobilizing access to legacy PeopleSoft FIN and HCM web applications

Professional Overview continued…

- o Led the process improvement of the EDI billing process. Improved the organization and tool to ensure rapid and accurate billing to customers
- o Initiated and led the investigation of Workday for replacement of PeopleSoft HCM
- o Facilitated BI reports for sales and marketing cross sell / up sell to enable BUs to sell services into existing customers and leverage existing customer engagements for additional lines of business
- o Managed the assessment of core financial processes to identify process improvements to drive efficiency
- o Managed the analysis of field Procurement Process to identify process improvements

Director Solution Delivery
Responsible for defining solutions to complex problems for an oil and gas services company.

- o Led Business Intelligence implementation team using Microsoft technology stack for the development of enterprise data warehouse based on Data Marts. The Data Marts provided the basis for financial analysis using Microsoft Power BI tools.
- o Led PeopleSoft Financials and HR support team. PeopleSoft was the system of record for reporting all financial and HR information for the corporation
- o Managed demand for software solutions from a specialized drill tool manufacturing subsidiary. Identified development requirements. Prioritized the work pipeline demand to deliver the highest value in the shortest time
- o Managed and led team for requirements gathering and development for a barcode inventory management enhancement to a legacy MRP system. This solution was extremely beneficial to the division by reducing the time required and improving the accuracy of inventory audits
- o Developed annual budget, staffing needs
- o Relationship management for solution and consulting vendors

REVOLUTION TECHNOLOGIES, Consultant	2012
imobile systems, Principal / Director of Technology / Consultant	2010-2012
Jacada, Inc, Project Manager	2008-2010
imobile systems, Founder / Director of Technology	2004-2008
HEWLETT-PACKARD, WW Solutions Business Manager	2000-2004
Cap Gemini America, Principal Consultant	1999-2000

Education & Credentials

BS, Computer Science – WORCESTER POLYTECHNIC INSTITUTION
Certified Project Management Professional (PMP) – PMI INSTITUTE, 2011
Certified Document Imaging Architect – COMPTIA
Certification – Textual ETL – FOREST RIM TECHNOLOGIES, MAY 1, 2020