

ROBERT SORENSON

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DIRECTOR | SENIOR PROJECT MANAGER | IT STRATEGIST | SUCCESS DRIVER

Over 12 years of IT leadership experience, including Vice President and Senior Project Manager positions. Year-over-year success in leading multimillion-dollar IT solution projects for Fortune 500 and other organizations with user bases of 15,000 or more. Background in leading and motivating teams of 100+. MBA. U.S. Citizen.

- ✓ Multi-industry background includes financial, insurance, telecom, banking, manufacturing, retail, and high-tech.
- ✓ Extensive experience and record of success in working with offshore development teams in India and China.
- ✓ Developed and implemented series of programs to increase productivity, reduce costs, and ensure on-time delivery.
- ✓ Participated in numerous business development activities that include proposals, RFIs, RFQs, and SOWs.

Career Highlights:

Led global strategy and ERP/EPM implementations in North and South America, Europe, Middle East, Asia, and Africa.
Engineered full-scale turnarounds for severely troubled projects to achieve and surpass top-priority goals.
Drove significant cost reductions that included a \$5 million savings for a major automotive company.
Achieved double-digit revenue gains and significant add-on business from satisfied clients.

PROFESSIONAL EXPERIENCE

CLIENT COMPANIES, Atlanta, GA/Bangalore, India

Senior Consultant, 2010-Present

Work with client on project involving green technology for diesel engines (focus on reducing emissions and increasing the life of the engine). Communicate with Research and Development on various matters, including channels required for sale of product. Conducted in-depth analysis of product, including its market applicability. Traveled to India to gather requirements, including interactions with three truck manufacturing companies to identify those willing to trial product.

- **Met all project goals to date for green technology product despite lack of prior experience** with this type of product; engaged in extensive independent research to shorten learning curve.

IDEA INTEGRATION (ADECCO), Atlanta, GA

Vice President, Delivery - S.E. Region, 2009-2010

Managed 100+ resources and reported to Senior VP; oversaw P&L for assigned delivery group. Directed all service lines delivered out of the Southeast territory, including service support, R&D, team staffing and management, and service line target/budget development. Contributed to strategic direction and decision-making processes. Supported sales activities through follow-up on business leads and opportunities. Duties per area:

Clients: Ensured on-time and quality delivery, supported analysis of client requirements and solutions, and maintained consistency of all deliverables. Built relationships and strived for 90%+ in client satisfaction ratings.

Resources: Recruited, hired, trained, and retained top talent, serving as a mentor and coach. Motivated teams to exceed expectations. Created organizational structure that promoted employee engagement and advancement.

Partners: Managed all aspects of partner strategy, including sponsor management, progress reviews, and capture of new partnerships. Participated in vendor negotiations, partnerships, and relations. Supported partner education initiatives.

- **Led 180-degree turnaround for under-performing branch.** Introduced best-in-class consulting practices, raised headcount from 60 to 100+, and improved performance initiatives that led to an 80% retention increase.
- **Drove 25-30% increase in revenues, including one project that represented over \$1 million.** Additionally, recognized for decreasing bench time, maximizing billable hours, and reducing rates 15% through negotiations with subcontractor vendors.

(continued)

BEARINGPOINT (Formerly KPMG Consulting) – 2004-2009 / 2001-2002

Senior Manager, 2006-2009

Promoted to oversee key multimillion-dollar onshore and offshore projects, including \$10 million-plus initiatives. Managed and coached project teams of over 100. Frequently called in to fix problems within ongoing projects, creating troubleshooting and optimization strategies to right-size situations and achieve project goals.

- **Project Manager** – Oversaw \$10 million-plus FSCM implementation for a large telecommunications company with a user base of over 15,000. Directed team of 25+ developers and administrators, utilized offshore model, and managed deliverables of over 35 customizations, 100+ interfaces, and over 44 conversion routes.
- **Engagement Manager** – Managed HCM security assessment project for large retail chain. Scope included assessment of current system, review, and gap analysis. Recommended increased security options through transition from a Windows-based to a UNIX-based environment.
- **Engagement Manager** – Led global HCM reporting strategy and architecture for a major automotive company, with scope of strategy encompassing Latin America, Africa, and The Middle East. Facilitated dramatic reduction in public queries from over 10,000 to over 100. Achieved \$5 million-plus cost reduction.
- **Project Manager** – Drove CRM integration for a major telecommunications company, overseeing design, development, infrastructure, migration, and production management activities. Supervised team of over 50 and achieved deliverables that included 200+ interfaces (including critical e911 and 411 interfaces).

Manager, 2004-2006 ♦ Manager, ERP Practice, 2001-2002

- **Project Lead** – Served as the Lead and Technical Subject Matter Expert for an internal Global Financial Systems strategy project. Project led to recommendation of a global financial software solution for implementation using single instance covering North America, South America, and selected areas of Europe.
- **Project Manager** – Developed internal Disaster Recovery plan for company's Financial Systems & Reporting environment. Created strategy, hardware/network requirements, and processes for offsite replication.
- **Infrastructure Manager** – Directed \$15 million-plus global Oracle 11i ERP implementation for a leading semiconductor manufacturer. Supervised 10 developers and administrators. Played major role in project success and client retention.
- **Project Manager** – Managed PeopleSoft projects for clients that included a global insurance company, global investment management firm, and leading global insurance group.

Worked for family-owned company from 2002 to 2004. Set up company, created marketing materials, and conducted market studies on sales potential. Returned immediately to KPMG upon completion of company's launch duties.

FORD MOTOR COMPANY

Portfolio Manager, 1997-2000 ♦ Manager, Product Development Systems, 1996-1997

As Portfolio Manager, oversaw multiple projects that included \$12 million Global PeopleSoft HR/Data Warehouse (1500+ global users), PeopleSoft Error Tracking & Reporting System, HR-Finance Systems, and data warehouse implementations. Hired and led team of 25+ developers. As Manager of Product Development Systems, created and managed Analytical Warranty System (BI/Data Warehouse) that supported requirements for all major manufacturing facilities in Europe and the U.S.. *Additional positions included Senior Systems Analyst and System Analyst.*

- **Led successful implementation of B2E, Global 3-Tier Client-Server based BI/Data Warehouse** across multiple countries and languages, with system providing a single, comprehensive, and global reporting capability.
- **Facilitated \$1 million-plus in savings through ad-hoc reporting capabilities and implementation of Labor Negotiations data warehouse** that enabled UAW contract discussions for a major automotive company.
- **Rearchitected entire Analytical Warranty System (VLBD)** that won the "Enterprise Vision Award 2000" from IBM for best data warehouse design with over 1.3 terabytes of data.

*** In-depth project management supplement available upon request. ***

EDUCATION

Master of Business Administration in MIS & Marketing: OAKLAND UNIVERSITY – Michigan
Bachelor of Technology in Engineering: ANNA UNIVERSITY – Chennai, India