

MICHAEL GREEN, PMP

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Project Management Professional with leadership expertise in the following domains:

- **Account Ownership:** Strategic inside sales growth while ensuring clients are delighted with delivery.
- **Product Management:** Full SDLC - Design, groom, deliver and support in-market products.
- **Business Analysis:** Define requirements, overcome obstacles and ensure adherence to specs.
- **Team Leadership:** Product Owner, Scrum Master, problem solver, and general get-it-done attitude.
- **Entrepreneur:** Self-reliant “owner” mentality ensuring the customer comes first.

EXPERIENCE

POINTCLEAR SOLUTIONS | ATLANTA, GA | AUGUST 2015 – 2018

Software development and consulting services focused on healthcare information technology.

Solutions Director

Responsible for growing the longest-running and largest revenue generating client at the company, while also assisting with new business development opportunities. Promoted within one year of hire into a newly created position to assist with both sales and operations.

- 12-person development team; distributed
- \$1.4+M revenue/year
- 3-4 concurrent projects
- Agile Scrum Product Owner
- Subject Matter Expert on new Bus Dev efforts
- Strategy Lead: scoping solutions to resolve obstacles, define deliverables, and create schedule and cost estimates
- Grew client from \$310k to \$3.2+M in total revenues over 2.5 years
- Launched two native mobile applications into the markets – 40k+ users (MVP – V3.1)
- Proposed and closed a new back-end architecture model using AWS resulting in new growth opportunities for PointClear
- Piloted and improved a new AMS revenue model

SR. Project Manager & Business Analyst

Acted as product owner to define MVP/MMP and deliver maximum product features on time and within budget, for high-visibility accounts resulting in positive feedback post final delivery. Conducted multiple focus group sessions, user interviews, usability studies and other UX/UI audits in an effort to understand underlying obstacles and improve usability of client products.

- 5-12-person development teams; distributed
- Scrum Master/Team Lead: prioritized and groomed backlog, defined sprint velocity
- \$44k - \$1.2+M revenue per project
- 2-3 concurrent projects across multiple clients
- Delivered an industry leading Android application to market
- Wrote the complex requirements defining interoperability of “smile adjusters” – sliders meant to assist with setting overall cost, up-front deposit due, and duration of payments
- Ensured positive client feedback used for marketing case study on a project that was under budgeted and over promised

CACI INTERNATIONAL INC. | Atlanta, GA | April – July 2015

Software and consulting service solutions tailored for the CDC

Technical Project Lead

- 10-person Scrum team; co-located
- Delivered high quality V1 in less than four months that passed approvals in under 2 weeks, despite ill-defined requirements and starting behind-schedule
- Client feedback improved markedly over previous project lead
- Conducted stakeholder needs analysis and requirements definition

SORTIMO OF NORTH AMERICA | Atlanta, GA | 2013 - 2014

In-vehicle storage solutions for mobile professional contractors

Senior Program Manager: i-Mobility

- 9-person development team; off-shore
- \$500k+ Annual Budget
- Executive Stakeholders from two large, multinational organizations; executive sponsors funding the initiative with discretionary funds
- Designed, defined and manifested fully functional native Android application incorporating custom NFC chips tailored for the Sortimo storage system
- Created 60-second marketing video to portray end-product; budget <\$20k
- Launched a pilot program to introduce i-Mobility to high-value potential customers; Resulted in new business and quality data to tailor ongoing development
- Coordinated with channel partners for sales opportunities resulting in revenue growth; particularly for opportunities greater than \$60k

THE CDC FOUNDATION | Atlanta, GA | 2007 - 2013

501c3 non-profit created by the Government to assist the CDC with public/private partnerships

International Program Manager: Global Adult Tobacco Survey (GATS)

- 5-person team; collocated: \$1M+ Budget/year
- Product Owner: General Survey System (GSS) – vendor created Windows Mobile and native Android mobile application
- Product Owner: TOBI – used to track transactions and generate donor/stakeholder reports
- Set standards for country survey budgets and approved IT related requests
- Liaised with the CDC and World Health Organization (WHO) to engage country implementing agencies and set survey standards
- Traveled to and trained over 20 in-country personnel in four countries on data collection methodology.

Lead Project Manager: Pfizer, Inc – Smoke-free Initiative

- 3 vendors; \$150k research budget; \$235k dissemination budget; \$500k video budget
- Conduct research, create video vignettes and disseminate via traditional and social media.

XENLOGIC | Atlanta, GA | 2006 - 2013

Creator of TOBI, a back-end enterprise management tool focusing on Project Management

Co-Founder and Product Owner

- 4-person startup; Collocated
 - Directly responsible for \$100k+ annual revenues
 - Product Owner: Total Office Business Intelligence (TOBI)
 - Created an eLearning portal for online demo videos and user manuals
- Built sample database and documentation
- Implemented SEO & SEM campaigns based on targeted keywords
- Increased website page rank to be within top ten organic results for tailored long-tail phrases.

EDUCATION

UNIVERSITY OF GEORGIA

Athens, GA | 2001-2005

BA MANAGEMENT INFORMATION SYSTEMS