**Marc Hosseiniyar**

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**Senior Technical Project Manager**

**Executed through complete lifecycle of multiple projects, from conception / ideation to development, integration, qualification, negotiations, audit, delivery, and closure.**

Lead cross-functional stakeholders to deliver HW/SW projects internally, and complex technology solutions externally for strategic customers across high-technology industries. Demonstrated entrepreneurial drive with excellent collaboration, consensus building, communications, and process improvement skills. Recognized as a leader who can be relied on to deliver projects according to plan, and to guide stakeholders through challenges, exceeding project expectations.

* **Mission:** Manage high-value customer projects based on proven best practices Project Life Cycle Processes that are customer focused, CRM, and agile in execution while delivering superior products and services on time with knowledgeable, passionate, and harmonized cross-functional stakeholders.
* **Customer Focus:** Build strong customer relationships (external and internal).
* **Decision Quality:** Make quality and timely decisions that keep customer projects moving forward
* **Accountability:** Hold self and others accountable to meet customer commitments.
* **Trust:** Gain confidence and trust through honesty, integrity, and authenticity.
* **Driving Results:** Achieve results even under tight schedule timelines and circumstances by resolving a wide range of complex problems of diverse scope in imaginative, as well as practical ways, where analysis of situations or data requires an in-depth evaluation of variable factors to maintain workflow, quality, and on-time delivery.
* Ability to work effectively with SMEs across a broad range of cultural backgrounds, and with multi-disciplinary teams.
* Communicate with tact and diplomacy, exercising good judgment in selecting techniques to obtain results
* Excellent analytical, interpersonal, and customer service skills with wide range of practical experience to articulate solutions in creative and effective ways utilizing main business goals and objectives.

**Key Accomplishments**

* Demonstrated well balanced engineering and Agile PM leadership skills through project performance, cycle time reductions, improved budgeting, resource allocation, and customer satisfaction.
* Led strategic and complex projects, from $100k to multi-million-dollar valuations, that have resulted in generating continuous revenue stream. Collaborated with Finance and Accounting executives, to reduce clients’ CAPEX & OPEX along with strategic initiative to maximize ROI and achieve ultimate financial goals and objectives.
* Managed projects and priorities throughout company to meet committed lead times and required deadlines while continuously working on improving KPIs within process. Prepared and maintained reports, metrics, tools, documents, and schedules.
* Created interpersonal relationship within project management stakeholders, gaining trust and respect that instigated motivation and collaboration, mitigating conflicts and risks. Developed win-win situations to deliver projects on-time and within budgets.

**Key Skills**

* Proficient in the use of:
* Enterprise LAN & Wireless Technologies; Ethernet & IP, and IEEE 802.11a/b/g/n
* Microsoft Office 365 Suite Products & collaborative tools such as Teams & Yammer.
* Advanced tools: Salesforce (CRM, CPQ), Icertis, RFPio, Oracle Sales, Agile PLM, Microsoft SharePoint & Share Drive, WebEx, Power Bi, Google (G) Suite, Confluence, Visio, and Miller Heiman blue sheets-Salesforce.
* Extensive knowledge of the In-flight Entertainment, Cabin WIFI & Satellite Connectivity (IFEC) Systems including

Panasonic Avionics, & Inmarsat w/ Honeywell Hardware (HW), Interactive Graphical User Interface (GUI) Software (SW),

High Definition (HD) / 4K Video & Audio Media & IFEC Software Applications offerings.

* Practical knowledge of "MIL-STD", "MIL-SPEC" in achieving [interoperability](https://en.wikipedia.org/wiki/Interoperability), ensuring products meet certain requirements, commonality, [reliability](https://en.wikipedia.org/wiki/Reliability_engineering), [total cost of ownership](https://en.wikipedia.org/wiki/Total_cost_of_ownership), compatibility with [logistics](https://en.wikipedia.org/wiki/Military_logistics) systems, and similar defense-related objectives as related to Int’l Space Station Project.

**Marc Hosseiniyar** marc.hosseiniyar@gmail.com **Page Two**

**Professional Experience**

**Panasonic Avionics Corp. [Lake Forest, CA.]** April 2014 — Present

**Senior Technical Project Manager**

Delivered various in-flight entertainment and satellite connectivity (IFEC) technology solutions projects for Global Airline customers.

Led cross-functional stakeholders including FAA Regulatory Authority Certification, Structures, System Installation, Training

HW/SW Engineering, Interactive SW Engineering, Media Services, Applications, Program Management (PMO), Legal / Contracts, Documentation, Finance, obsolescence, OEM, 3rd-party vendors, Services & Support, Sales Managers, Field Engineers,

Procurement, Supply Chain and Manufacturing.

* Implemented Industry-based Agile PM methodologies, establishing interpersonal relationships with stakeholders and organizational SMEs for effective communication within all levels of internal and external customers.
	+ Set up project capture (brainstorming ideation or customer work scope), kick-off, status and daily scrum meetings to resolve any impediments, ensuring continued progress toward project delivery goal within established timelines and budgets.
* Collaborated on management of customers’ RFXs (RFPs, RFIs, and RFQs), driving customer engagement in product portfolio.
* Performed financial cost and non-recurring expense analysis through P&L sheets, maximizing ROI and while reducing

CAPEX & OPEX for customers including creation of business customer facing collateral.

**NOKIA / Alcatel-Lucent Corp. [Calabasas, CA**.]Jan. 2003 — Oct. 2013

**Senior Technical Project Manager**

Managed HW/SW projects for Enterprise Internet Products (LAN & Wireless-LAN). Defined work scope (ideation or client-defined), and resource planning, organized and motivated teams of stakeholders, led capture and kick-off and status/scrum meetings, resolved issues, managed budgets and timelines, mitigated conflicts, risks and impediments. Monitored progress from inception to development, testing and integration, qualification, audit, delivery and closure.

* Ensured project schedules and costs remained in alignment with committed deliverables by leading, managing and coordinating cross-functional stakeholders.
* Spearheaded technical projects and played important role in successful completion of each project by leading and collaborating with variety of stakeholders including project cost and schedulers, Engineering, Legal/Contracts, Sales, Service & Support, partners, suppliers, internal and external customers and other organizational entities ensuring timely delivery of Enterprise Networking InfrastructureHW/SW Projects internally, or high impact strategic technology solutions externally to customers.
* Performed special projects as requested by management that promoted business partnership and increased sales:
	+ Bids & Proposal Manager – Managed customers’ RFXs, driving customer engagement in product portfolio.
	+ Program Manager -- State and Federal Government – Led Alcatel-Lucent Enterprise State & Fed Programs
	+ Program Manager AT&T – Led AT&T and Alcatel-Lucent Enterprise partnership program to sell Enterprise Internet Products and applications to AT&T Customer Accounts.
	+ Technical Marketing and Solutions Architect MTS Engineer - Produced content delivery for technical solution presentations to promote and market Enterprise Internet Products: LAN & Wireless-LAN.
	+ MTS SW (C Prog.) Engineer: Developed SW for Enterprise Internet Products.

**BOEING Corp. (Rockwell International/Rocketdyne) [Chatsworth, CA.];** Jan. 2000 — Dec. 2002

**MTS Software Engineer:** International Space Station Project; Programming in "C" language for the functional Line Replaceable Units.

**Education**

**Advanced Engineering (EEE**), Computer Engineering, University of Southern California (USC) – Los Angeles, CA

**Master of Science (MS**) Computer Engineering, University of Southern California (USC) – Los Angeles, CA

**Bachelor of Science (BS)** Electrical Engineering, California State University Fresno (CSUF), – Fresno, CA

**Certificates & Membership**

* **Panasonic Avionics Corporation’s** In-flight Entertainment & Satellite Connectivity Line Maintenance
* **American Management Association** (AMA) accredited Certificate in Communications & Marketing
* **Cisco CCNA & Alcatel-Lucent:** accredited Certificate in Enterprise LAN & WLAN Infrastructure
* **Active Member of:** Association of Project Management (APM) & Proposal Management Professionals (APMP)
* Real-Estate Broker License, and NASDAQ Representative Series 6 & 7 Securities Licenses