

Angela S. Tomeo
Senior Engagement Manager
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Hello,

Thank you for the opportunity to apply for a position with your organization.

For this role, I bring 10 years of experience as a Senior Engagement Manager and IT Program/Project Manager, facilitating projects, teams, and leadership in dynamic, fast-paced environments.

Core Competencies Include:

- ❖ Leading Programs & Projects to successful completion using Agile frameworks or Waterfall models
- ❖ Software Project Lifecycle management from contract negotiation through closure
- ❖ Quantitative Risk Analysis & Response Planning
- ❖ Critical Path Management
- ❖ Project Cost Analysis; P&L Budgeting and Financial Management in large, complex environments
- ❖ Work Breakdown, Activity Sequencing, Schedule Management
- ❖ Business Case Preparation
- ❖ Resource planning & team development

In my current position as a Senior Engagement / Practice Manager at Xactly, I manage a team of Enterprise Project Managers across a portfolio of strategic, enterprise customers. In addition to providing oversight across each implementation, my role is also focused on building relationship with the customer to ensure project success and future business.

In my prior role, I worked for TRAC Intermodal managing 30+ projects with both Agile/Waterfall methodologies. I served as Program Manager to program “Helix”, an enterprise business transformation initiative across the application footprint, to implement an ERP (Oracle EBS), Client Portal, HCM, CRM, and custom billing management and EDI. I was also either the Scrum Master or IT Project Manager to all projects within the financial application portfolio.

At EnfoTech, I provided program level management to a suite of projects aligned toward a single organizational improvement objective, while leading a team of project managers, and teams of cross-functional internal and external resources. I managed horizontally across the functional projects involved within the program, to effectively manage program level schedule, budget, quality, and resources.

At SS&C Technologies, I was a Project Management Consultant within the Professional Services group on complex software implementations of a premier portfolio management, reporting and investment accounting system designed for investment banks and insurance companies.

In addition to my resume, I can provide character references from previous supervisors and colleagues.

Thank you for your time and your consideration.

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Senior Engagement Manager

Strengths:

- Leading Programs and Projects to Successful Completion
- Project Lifecycle accountability from contract negotiation through deployment and closure.
- Software Project Lifecycle Management from initial scope determination to final product delivery
- Quantitative Risk Analysis & Response Planning
- Change Management
- Critical Path Management
- Project Cost Analysis (P&L vs. Cash Flow, Cap vs. Expense)
- P&L Budgeting and Financial Management in large, complex environments.
- Work Breakdown, Activity Sequencing, Schedule Management
- Business Case Preparation
- Requirement Elicitation, Design Specifications, and Quality Assurance Control
- Resource planning & team development

Skills:

- Agile (Scrum, Kanban), Waterfall, CMMI Methodologies
- Tools: MS Office Suite, MS Project, Smartsheet, Clarizen, Clarity, JIRA, Visio, Basecamp, Slack, Rally, Confluence
- Basic Chinese Proficiency (Mandarin)

Professional Profile:

- Top performer with 10 years proven track record of successfully managing complex, strategic technology projects and programs.
- Keen understanding of business priorities, genuine team player, committed to managing projects while maximizing revenue-producing activities.
- Passionate and motivated, able to see the big picture while staying on top of all details.

Education:

- **M.B.A. – Business Administration/Finance, Albertus Magnus, CT** (*Summa Cum Laude*)
- **B.S. – Business Administration, Eastern Connecticut State University, CT** (*Honor's Program; Dean's List*)

Employment History:

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| ▪ Xactly Corporation | 2015 – Present |
| ▪ TRAC Intermodal | 2014 – 2015 |
| ▪ EnfoTech & Consulting, Inc. | 2012 – 2013 |
| ▪ SS&C Technologies, Inc. | 2010 – 2011 |

Awards:

- Xactly's President's Club Winner, 2018 and 2020
- Xactly Professional Services All Star - 2019
- Xactly Top PS Revenue Winner, 12 quarters
- Xactly X-factor Award Winner, 8x

Certifications:

- PMI Agile Certified Practitioner (PMI-ACP)
- ICAgile – Agile Coach (ICP-ACC)
- ICAgile – Agile Facilitator (ICP-ATF)
- SAFe Agilist 5.0 (SA)
- SAFe Program Consultant 5.0 (SPC)
- Scrum Master (PSM)
- Agile Leader (PAL)
- Scrum with Kanban (PSK)
- Scrum Product Owner (PSPO)

Experience (Angela S. Tomeo)

Date: 2015 - Present

Organization: Xactly Corporation

Company Background: Xactly Corporation is the market leader in on-demand sales performance management.

Role: Senior Engagement / Enterprise Practice Manager, Professional Services

- Professional services leader responsible for leading teams across the implementation and deployment of Xactly's on-demand Incentive Compensation Management (ICM) solutions for Enterprise clients.
- Orchestrate over +135 client engagements across the end-to-end project delivery process utilizing both Agile/Lean (Scrum, Kanban), Waterfall and 'Hybrid' methodologies depending on the project.
- Manage P&L for the Enterprise portfolio within Professional Services.
- Lead, oversee, and develop project teams with a focus on PMO delivery excellence, financial governance, project operations, risk mitigation, and creating a highly effective and collaborative work environment.
- Accountability for the overall portfolio health dashboard, managing up to the senior leadership team, and working to recover projects in crisis where necessary.
- Met regularly with the executive team to provide updates on project status, schedule, and budget to ensure customer success and satisfaction.
- Develop strong relationships with clients and stakeholders that drive future business and partnerships.
- Served as a liaison between internal services, sales, customer success, Engineering and Product support teams throughout the project lifecycle.
- Coach and develop PMO team to deliver world-class experiences to Xactly customers.
- Define, implement and optimize standards and processes and workflows to enable delivering value to the customers at the fastest speed possible with the highest quality standard.
- Manage vendors and contractor implementation partners to ensure project delivery success.
- Support the project scoping, estimation and proposal development processes.

Date: 2014 – 2015

Organization: TRAC Intermodal

Company Background: TRAC Intermodal is North America's leading intermodal equipment provider and chassis pool manager serving domestic and international shippers.

Role: IT Project Manager/Scrum Master, GRC (Governance, Risk & Compliance)

- Responsible for 30+ Finance, Operations and Infrastructure projects, within the Governance, Risk and Compliance group (GRC) group through Waterfall and Agile based project management.
- Project manager to the implementation of a Treasury Management System, which included implementing an integrated payables / disbursement management system through SunGard, and two systems, Kyriba and Chatham, which interfaced with the legacy MultiView system to successfully consolidate reporting of the G/L information with the company's bank accounts and credit lines.
- Project manager to a global CRM SFDC implementation and rollout.
- Project manager to an Enterprise Data Warehouse development project.
- Program Manager for the ERP implementation for "Program Helix", an enterprise business transformation initiative to replace legacy applications with Oracle ERP's Financial and Operational modules along with Business Intelligence tools.
- Project Manager to a HRIS Workday implementation. Implemented the HCM application for management of Payroll, Compensation, Benefits, Time Tracking, Recruiting and Expenses.
- Project Manager to a Data Center consolidation and migration project, coinciding with the company transitioning to a new headquarter facility. Managed the process of building out the new Data Center, the overall phased migration of the existing applications and data from the old location to the new, post-migration quality assurance testing, and managing the multiple vendors and internal resources across work streams.

Date: 2012 - 2013

Organization: EnfoTech & Consulting

Company Background: EnfoTech & Consulting is a leading software company that develops cloud-based and on-premise environmental computer management systems for USEPA and state agencies.

Role: IT Project/Program Manager, Engineering & Management Division

- Management and oversight of a program of Engineering projects aligned to a single outcome.
 - Ensure program alignment with business objectives; create program business case and track program benefits.
 - Manage program financials and resources. Develop the program budget; monitor and manage costs.
 - Develop program roadmap, plans and schedule, providing the basis for individual project plans.
 - Identify cross project dependencies, constraints, milestones, and critical paths.
 - Identify and resolve program level risks and issues. Escalate to Steering Committee as needed. Update and manage Program RAID Register.
 - Drive consensus and decision-making with business, IT and executive management for projects under E&M Program.
 - Mentor and train new Project Managers and Project Coordinators.
 - Develop and manage the processes and tools needed to ensure visibility and transparency for functional projects and interdependent projects across segments and functions.
 - Improve project management processes using CMMI methodologies.
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Date: 2010 – 2011

Organization: SS&C Technologies

Company Background: SS&C Technologies provides the global financial services industry with a broad range of highly specialized software as a service (SaaS) solutions for operational excellence.

Role: Project Management Consultant, Professional Services

- Responsible for the coordinated management and delivery of a cash accounting, management & reporting application (CAMRA).
- Effectively communicate project expectations, timelines and overall performance to stakeholders at multiple management levels, including internal business partners and external clients.
- Planning with business partners to deliver solutions on time and on budget.
- Responsible for project coordination, prioritization, scope management, problem solving, conflict resolution, event communication and escalation of issues.
- Track project milestones and create weekly presentations and dashboard reports on current projects reviewed by internal and external stakeholders.
- Provide leadership, guidance, and motivation to all members of the project team.
- Manage and mitigate risk to successful project completion.
- Control project scope through definition, identification and formal change request management.
- During the 'Go Live' phase for the XL Capital CAMRA implementation, provided onsite support and training through transition period for customer in EMEA offices.
- Engage with the pre-sales and sales teams to assist with adequately scoping the SOWs for upcoming Professional Services implementations.
- Assisted in establishing an organizational level Project Management Office (PMO) and continue to lead implementation of organizational level project management methodologies, processes, and best practices to complement and enhance the SDLC process.