**Bill** **Kamman, PMP**

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**PROFESSIONAL SUMMARY**

Adept at bringing together diverse teams to solve complex, cross-functional challenges. Highly engaged IT Project Manager driven to build productive client and team relationships to achieve business outcomes. Skilled at connecting and aligning business and technology functions to deliver strategic solutions focused on cloud computing, user experience, integration, automation, and actionable data to maximize business velocity and value.

**EXPERIENCE**

**Head of Client Engagement** Jun 2021 - Nov 2022

BJSS, Houston, TX

* Launched new Houston-based solution delivery practice for UK-based digital consulting brand BJSS, and initiated an AWS partner sales channel that grew revenue by 30%
* Developed new logo business resulting in a new revenue stream and regional project delivery center, resulting in a growth of US-based revenue of over 50%
* Created and executed all regional marketing, business development, and project delivery strategies, including opportunity qualification, technical solution proposals, project scheduling and resourcing activities, and service execution for US clients

**Director of Technology & Innovation** Feb 2018 - Jun 2021

Energy Transfer, Houston, TX

* Authored the product vision and roadmap for Midstream Logistics, a SaaS company in the midstream Oil & Gas industry
* Achieved a 500% increase in B2B SaaS sales revenue from 2018 to 2020, leading to the acquisition of the brand by Energy Transfer
* Accountable for all strategic product decisions, initiated a PMO function from scratch, owned the P&L for the business, and directly supervised the software development and client support teams
* Leveraged a combination of AWS and GCP cloud services and an iOS-based field data capture application, including integration with Twilio, Brother Mobile, Kibana, and Drupal

**Solutions Director** Sep 2014 - Feb 2018

Experis, Houston, TX

* Spearheaded resourcing solutions contributing to sales revenue of $10.9MM out of total Experis Houston revenue of $28MM in 2015, and national solutions sales revenue of $11.4MM total for two Fortune 50 accounts in 2017
* Introduced a pod-based project resourcing and delivery strategy that included offshore and landed H-1B resources, resulting in project team profit margin improvement of 25%
* Promoted from Senior Engagement Manager role in 2016
* Highlight project: Provided advisory services to mature and elevate the effectiveness of the IT PMO for Texas A&M University

**Director** Apr 2010 - Aug 2014

Stryve Advisors, Houston, TX

* Provided IT advisory and project delivery services to executive leaders of Fortune 500 organizations, billing over $1.5MM in consulting projects in 2013
* Delivered consulting services for a portfolio of 13 key clients across NA, EMEA, and LATAM
* Promoted to leadership role from Senior Manager in 2011
* Highlight projects: Delivered advisory services to Archer Daniels Midland creating IT PMO governance, demand intake, risk and change management processes; conducted portfolio rationalization and launched new PMO for CenterPoint Energy; deployed and configured Planview PPM for CenterPoint Energy

**IT Program Manager** Mar 2009 - Apr 2010

GC Services, Houston, TX

* Defined project scope, requirements, delivery schedules, and budgets; monitored and controlled project execution
* Collaborated within the PMO to create and refine enterprise project and program management best practices, resulting in a 30% increase in projects completed on time and within budget vs. the prior 12 months
* Highlight Projects: Guided the technical team that delivered a DataStage ETL solution and SQL reporting data warehouse for data consumption by WebFOCUS data analytics services; directed development project for an extranet application leveraging .NET and SharePoint to enable external client access to real-time collection account information, resulting in a 30% increase in collected debt

**IT PMO Manager** Sep 2006 - Mar 2009

Stanford Financial Group, Houston, TX

* Established global IT PMO from scratch and was responsible for an annual capital technology budget of $5+MM; scratch-built a team of project managers responsible for delivery of strategic cross-functional projects
* Pioneered governance structure and related demand management processes centered on balancing delivery agility with enforcement of program management best practices
* Accelerated project throughput by 35% with 95% adherence to schedule and cost estimates
* Promoted to leadership role from Senior IT Project Manager in 2007
* Highlight Projects: Directed an agile, enterprise-wide initiative to aggregate and visualize consolidated global asset valuation data for financial advisors and corporate management team; contracted and configured the SaaS NetSuite ERP system with an e-commerce storefront for the Stanford commodities team

**IT Project Manager** Jun 2005 - Sep 2006

Invesco, Houston, TX

* Performed detailed business process analysis, made solution recommendations, and ran internal marketing technology projects focused on sales enablement, surfacing actionable data for timely decisions, and business process improvement
* Highlight Project: Championed project to migrate and validate millions of client data records from a legacy proprietary application to an enterprise Siebel CRM instance that integrated with Siebel Analytics to provide the sales function with business intelligence

**EDUCATION**

**Bachelor of Business Administration (B.B.A.) - Finance**

*University of Texas, Austin, TX*

**SKILLS**

IT Program & Project Management, Building PMOs, Building High Performing Teams, Agile Delivery, SDLC, Business Analysis, Business Process Engineering

**LICENSES & CERTIFICATIONS**

**Certified Cloud Practitioner** 2022

*Amazon Web Services – Cert #V4PBGPE14FQ4QQ3L*

**Project Management Professional** 2010

*Project Management Institute* – *Cert* #*1309968*