

OTIS JOHNSON JR, PMP, MBA

Casselberry, FL

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Professional Profile:

A certified Project Manager Professional with 10 + years' experienced managing and developing project triple constraints and using Earned Value Management metrics to improve strategies to meet product performance goals. A Change Manager focused on meeting the client's needs by continuously partnering with cross-functional and global teams to collaborate on developing successful solutions. A collaborative leader, with the ability to sell the vision, motivate, inspire others and influence value added decisions while maintaining personal integrity to deliver results. A technical liaison familiar with DoD and DFAR related systems who's held security level clearance and willing to travel.

Core Competencies/Skills:

Change Manager	Certified Project Manager (PMP)	Influencer	Relationship Management
PDLC	Contract & Supplier Negotiations	Supplier Negotiations	Agile/Waterfall
Lean/Six Sigma	FAR/DFAR/Tableau/MS Office	Process improvement	Collaborative Team Leader
Cost Optimization	New Product Introduction	Procurement Management	Technical Engineering
FMEA	Earned Value Management	Continuous Improvement	Quality Management
Risk Management	Scope, Schedule, Cost constraints	Supply Chain Management	Manufacturing Optimization

PROFESSIONAL EXPERIENCE

Business Systems Consultant

2014 – 2018

WELLS FARGO, Casselberry, FL

Enterprise Technology Infrastructure Product and Services Management

Project Lead Consultant responsible for managing and developing projects' scope, schedule, cost, quality and technical performance requirements to support product families to meet Voice network client needs

- Effectively partnered and collaborated with stakeholders within a highly matrix-management environment to achieve control account baseline for tracking projects performance to meet organizational goals
- Motivates and fosters teamwork, assisted key stakeholders with deploying and delivering complex project solutions, negotiation of schedule and budgets to ensure quality and refined business cases to achieve goals
- Trained stakeholders on Project Management System functions including costs, scheduling, resource management, reporting and executive communications techniques
- Led the project development activities of Network Voice connectivity using planned value analytics principles, research practices and methodologies to develop unique solutions and mitigate project risk
- Developed project schedule using organization's MS based IMS, KPI communications, managed the scope, schedule, budget needs and influenced project recommendation for customers, stakeholders and decision makers
- Key projects included:
 - IP Phone Refresh: Replaced ~165,000 End of Life IP telephone handsets with the current certified, vendor-supported models at ~5000 locations, by analyzing historical data to reduce the number of handsets by 10,000 and replacement time by 33% and completing the project on schedule
 - Voicemail Reduction: Reduced the expense of carrying voicemail service by \$1.1 million by decreasing the number of voicemail boxes by over ~16,000 and revamping voicemail usage model through researching tracking usage rates

Project/Program Manager

2004 – 2013

INTEL CORPORATION, Chandler, AZ

Finance, Technology and Manufacturing Group

Managed Product Development cost efforts for packaging devices, revenue generating projects and schedule and quality forecast of new products, generating over \$2 billion in revenue and/or cost savings

- Managed the development of New product component specifications and package design affordability goals requirements using Earned Value Management metrics and data analytic principle and methodologies
- Designed, developed MS based business systems, analysis research practices and partnered with decision makers to implement new server product cost savings, reductions resulted in more than \$1 billion revenue generation
- Partnered with leadership in the development of scenarios analysis modeling to establish CPIs and SPIs to facilitate the strategic planning process of cost optimization and revenue generation programs for the business units

INTEL CORPORATION, Project/Program Manager (Continued)

- Directed and led strategy change decisions to adopt alternative packaging technology for next generation products and influenced leadership selection through detailed historical and cause and effect analysis, \$400 million in savings
- Partnered with cross-functional teams to identify product component decision opportunities and negotiate with manufacturing suppliers to meet product technical, schedule and cost requirements
- Developed and managed a diversity and inclusion global training program for managers and executives which increased retention and improved career growth for qualified employees
- Key projects included:
 - Analyzed, tracked and increased competitiveness KPI's across the business unit to identify lower component cost options while reducing product manufacturing cost by \$150 million
 - Develop equipment resale framework to create valuable insight and actionable strategies for new product and services launch, \$39 million in additional revenue
 - Led globally distributed teams of engineers and suppliers to developed and implement make/buy decisions and negotiate a long- term strategic subcontractor agreement negotiation strategy using for reuse vacuum pump inventory, \$23 million savings

Project Engineer**1997 – 2001****LUCENT TECHNOLOGIES – Orlando, FL****Multi-site Manufacturing**

Led, analyzed, determined and coordinated implementation of equipment improvements, manufacturing procedures and established, Controlled Account and Earned Value Management metrics to maximize product run rates

- SME central point for handling lean manufacturing issues and implementing CPI improvements for all internal implant equipment activities and maintenance SPI lifecycles resulted in \$ 1.2 million in savings.
- Managed, mentored and trained engineers, peers, stakeholders and junior engineers and analyst on industry and company standards and practices
- Led negotiations and held critical path reviews with suppliers ensuring all met project technical, Controlled Account and Earned Value Management expectations
- Primary customer engineering liaison, provided technical recommendation for production improvement programs
- Key projects included:
 - Managed the cost optimization strategies for Plasma Etch Si Pins and Quartz Ring Refresh, ensuring the replacement components comply with procurement and regulatory production requirements throughout their lifecycle, \$17 million annual savings
 - Analyzed the product line production schedule, cost performance and quality improvements, and advised the recommended course of action to translating product needs to transfer the manufacturing processes to international location, 10% increase in uptime efficiency

Education:

- Master of Business Administration, Rollins College, Crummer Graduate School of Business, Winter Park, FL
- Bachelor of Engineering Degree, Mechanical Engineering, Stony Brook University, Stony Brook, NY
- PMP Certification since 2015 # 1852277, Project Management Institute
- PMP Trainer of PMI Technical, Leadership, and Strategic and Business Project Management framework

Professional Memberships:

- Maintain active Project Management Institute (PMI) memberships
- National Black MBA Association (NBMBA)
- Phi Beta Sigma Fraternity Inc.

UNITED STATES NAVY/NAVY RESERVES**Aviation Electrician's Mate, Flight Controls Technician**

- Managed automatic flight systems test simulations and the troubleshooting down to component level