

TANNER SHAMROCK, PMP

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PROFESSIONAL SUMMARY

Project Management Professional with extensive background in large-scale International project management and a proven track record of success. Entrepreneur focused on consulting service sales, project management, business analysis, and web development for self-built CRM software consulting firm. IT Solutions Architect for many large corporate software implementations with a focus on both operational efficiency and innovation. Professionally trained in large-sale strategic sales. Self-starter acting as the IT Architect and cross-functional liaison for many large corporate projects. Active participant in multiple business functions, including strategic planning, business process engineering, systems development and employee training. High-energy professional with thorough understanding of business requirements, the supporting technology and the distinctive people skills necessary for successful leadership.

EXPERIENCE

Siemens Energy

Orlando, FL

Enterprise IT Architect (CRM / Cloud Computing / Mobile)

Jan 2011–Present

- Currently leading global project to deploy iPads to Wind Turbine technicians along with custom developed mobile applications designed to improve overall productivity and reduce costs. Project featured in *New York Times*. Brought into project by IT Director, because of successful experience in managing global projects. Active participant in mobile strategy and roadmap activities.
- Currently analyzing massive Lotus Notes landscape for migration into other development platforms / tools, designing and presenting the criteria matrix for where applications should be migrated, and negotiating with application owners to migrate to the appropriate platforms.
- Implemented first organization-wide Cloud Computing roadmap and strategy. Interviewed account managers, compiled industry research, managed vendor relationships, ran focus groups, educated IT staff / business customers en masse, and presented recommended strategy to senior management globally on multiple occasions. Successfully migrated 14 legacy apps to cloud technologies in 2011.
- Led several highly complex demands for IT solutions (500k EUR+), supporting PLM and CRM, through the feasibility studies and into the design of the projects, ensuring alignment with corporate strategies and lowest TCO/highest ROI. Presented recommendations directly to senior management.
- Acted as the Global CRM Architect and Program Manager for Oracle CRM on Demand.
- Spent 5+ months internationally managing projects and initiatives over course of Siemens career.

Siemens Energy

Orlando, FL

Global IT Project Manager

Jul 2007–Jan 2011

- Global IT Project Manager for multiple high-visibility, strategic, global CRM implementation projects (1M EUR+) involving multiple regions and divisions. Managed stakeholders and project teams in multiple countries both remotely and on-site. Recognized as a top 5-10% performer within the IT organization. Recognized as a sector wide subject matter expert in CRM. Primary customer contacts were senior sales and marketing managers belonging to various divisions and regional entities.
- Managed limited resources and demanding timelines to implement many complex system integrations

between CRM systems (Salesforce.com, Oracle CRM On Demand), PLM systems, ERP systems (SAP), databases (Microsoft, Oracle), and web services.

- Implemented revolutionary integration tool to provide an overall savings of 80% in development costs for systems interfaces as well as multiple process efficiency improvements resulting in between \$10k and \$40k in cost savings per improvement per year.
- Received multiple Performance awards, Innovation awards, 3i awards, and Spot awards for high performance, cost savings, and process improvements.

Shamrock CRM – ShamrockCRM.com

Orlando, FL

President / CEO

May 2008–Present

- Sales and Marketing software consultant (Salesforce.com) for 100+ corporations including Citibank, CenturyLink, Zillow, Stryker, NComputing, Intermec, Channel 13 News NYC, Boise State University, Conservatory of Flowers and many more small / medium / large corporations and nonprofits. Serviced customers in US, Germany, Denmark, Spain, Israel, UK, Australia and more.
- Provided consulting services to all major industries, such as finance, communications, education, construction, entertainment, healthcare, insurance, manufacturing, media, biotechnology and more.
- Successfully increased sales revenues by 33% each year from both retaining existing customers and obtaining new customers.
- Acted as sales representative, technical architect, and developer (APEX, VisualForce, S-Controls, etc.)

Siemens Global Shared Services

Orlando, FL

Web Developer

Oct 2006–Jul 2007

- Architected, developed, and deployed company-wide Intranet. Developed new functionality for existing ID-management, employee on-boarding and support ticket web applications (HTML, JavaScript, ColdFusion, PHP, SQL). Supported marketing division by graphically designed marketing material for both customer and internal facing events (brochures, CD covers, 5' posters, etc.).

Self Employed

Orlando, FL

Freelance Web Developer

May 2000–Oct 2006

- Implemented dynamic web applications (PHP, SQL) to funnel customer traffic (SEO) to online affiliate programs. Dramatically increased Internet traffic and revenue to transform the small online business into a highly successful venture, requiring little time or money.

EDUCATION & CERTIFICATIONS

Project Management Professional (PMP)

2009

Project Management Institute

Certified Associate in Project Management (CAPM)

2007

Project Management Institute

University of Central Florida

2007

Master of Science, Management Information Systems – GPA: 3.93/4.0

- Phi Kappa Phi Honor Society
- President's List Recognition

University of Central Florida

2005

Bachelor of Science, Information Technology