



Shawn Trautman

Business Development Specialist

INFO



Name
Shawn R. Trautman



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HOBBIES

- Coaching: Sports & Business
- Dance: Swing / WCS / 2-Step / Line
- Volunteering: All-Pro Dad / PTO
- Fishing: Offshore & Freshwater
- Athletics: Golf / Baseball / Basketball / Football / Volleyball

LANGUAGES

- English (Fluent)
- Wit & Wisdom (Fluent)



PROFILE / SUMMARY

Strategic leader with 25+ years of success in wide variety of complex fields including project management, EVMS, critical path management, project planning, scheduling, cost management and running/managing all facets of operations for both large Govt teams and small businesses. Results-driven forward-thinker with a powerful combination of business and people skills that plays well in politically sensitive and complex environments; is quality-focused, efficient, accurate and politically astute; has innate ability to solve problems and get to the bottom line quickly.



EXPERTISE



EDUCATION

University of South Florida (USF)	MBA	3.93 GPA	August 2001
• Business Plan Development / Organizational Leadership / Servant Leadership			
University of Central Florida (UCF)	BSBA	Marketing	May 1999



PROFESSIONAL EXPERIENCE

Strategic Business Development Consultant July 2003 – Present

Independent Consultant, Development & Business Planning
Greater Nashville Area

- Proposed and execute measurable strategic plans regarding promotions, branding, media channels, copywriting, online presence, hiring, training, consumer buying behaviors and all daily ops that directly drive revenue and profitability.
- Collaborate with cross-functional teams to improve customer service experience.
- Lead planning, strategy, proposal process, and bid preparation.

Director of Operations January 2003 – Present

Xpress Innovations
Clearwater, FL

- Directed day-to-day operations in a high exposure, full-scale production environment.
- Built, led & managed core team of 30+ cross-industry specialists where quality assurance, delivery & customer metric targets were hit for 15 consecutive years.
- Managed all strategic functions including sales, marketing, contracts & licensing.
- Registered & maintain 100+ copyrights (audio/visual/art) & trademarks w/ USPTO.
- Established & maintain internal monitoring system to protect intellectual property & spearheaded several joint initiatives where infringement was identified, documented, & prosecuted according to U.S. Copyright law. Instrumental in setting up/negotiating distribution & rapid-response fulfillment channels.

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PROJECT MANAGEMENT & PLANNING EXPERIENCE

PMO, Financial Manager & Sr. Project Planner

August 2003 – Jun 2008

U.S. Department of Veteran's Affairs

St. Petersburg, FL

- Vital member of the PMO (attended all internal, executive & inter-agency briefings) for Scheduling Replacement Project (SRP/RSA: \$150M+ OMB-Exhibit 300 project) in a volatile & politically charged environment where complex systems, moving development, dependency targets, undefined requirements & lack of architecture ruled the airwaves.
- Orchestrated & managed portfolio project plan that included VHA IT projects (VistA encapsulation, COTS dependencies, inter-project dependencies: Common Services, Enrollment, Messaging, HL7, etc.) as well as untested architectural components (enterprise messaging, enterprise scheduling & enterprise databases) while ensuring a full integration with internal project schedules for both in-house & contract development deliverables & milestones.
- Forecasted, assembled, tracked, analyzed & reported on all EVMS data to ensure cost, schedule & performance goals were accurately depicted & represented against numerous project direction & program requirements changes within the Office of Information.
- Prepared & briefed VHA, OI & PMO staff on numerous documents & presentations on EV, CV, CPI, SPI, IEAC, ETC, VAC, etc.).
- Led & managed weekly status sessions w/project management staff, external partners & internal leads to expedite reporting.

Financial Manager

August 2006 – Jun 2008

CACI International Inc.

Washington, D.C. Metro Area

- Managed financial documentation, metrics, and planning of OMB-Exhibit 300 project valued at \$150M+.
- Coordinated fiscal activities with the Office of Information in accordance with federal regulations.
- Prepared Federal Capital Investment Plans and review cycles to ensure funding requirements were met.
- Integral part of PMO for Dept. of Veteran's Affairs (see experience above).

Senior Project Planner

July 2003 – May 2006

Hewlett Packard (Previously EDS)

Washington D.C. Metro Area

- Received Spirit of Greatness award for outstanding customer support & leadership.
- Keynote speaker on Planner Minimum Requirements at VA Planner Conference.
- Managed the administration for project submissions and approvals through agreed approval process.
- Assisted in the development of the Planner Guide and Mentor program for new and existing team members.
- Instrumental in development of Earned Value Management System (EVMS) related documents and procedures as they relate to TeamPlay, PrimaVision, and MS Project.
- Featured presenter of Earned Value application at yearly OneVA Project Manager Conference.
- Integral part of PMO for U.S. Department of Veterans Affairs (VA) - see experience above.

Engineering Planner II

August 2000 – March 2003

Raytheon Systems Company

St. Petersburg, FL

- Established and championed 6-month Six-Sigma (R6S) project on Time-and-Materials (T&M) contracts and EVMS resulting in site-level procedures on both programmatic conditions as well as EVMS for T&M's.
- Received multiple Performance Awards from upper-level management for superior responses to critical program changes and for leadership in going above and beyond duties while multitasking to keep affected programs moving forward.
- Organized and established framework for time-phasing detailed tasks and budgets through fully cost-integrated, resource-loaded, baselined network schedules on multiple \$1M+ programs (300-2,000 tasks).
- Ensured integrity of company sensitive data by leading weekly performance meetings, monthly performance reviews, technical interchange meetings, and customer demonstrations with live critical path analysis utilizing PERT charts.

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ADDITIONAL EXPERIENCE

Lead Instructor

January 1992 – Present

Shawn Trautman Instruction *Worldwide Distribution (shawntrautman.com)*

- 25+ years in teaching, coaching & mentoring in country, swing, Latin & ballroom for individuals, couples, line dancers & teams.
- Received numerous Top Teacher awards & set up curriculum for countless independent instructors, ballrooms & teaching facilities.
- Planned, directed & produced a full line of instructional DVDs (75+) with 10+ becoming #1 best-sellers in their respective genres.
- Created full line of courses that combine advanced learning techniques w/multimedia presentations & sports-related teaching tools.

Published Author & Curriculum/Instruction Model Developer

January 2006 – May 2006

Thomson Course Technologies *Boston, MA*

- Authored & published *Picture Yourself Dancing*, a 318-page instructional book through Thomson Course Technologies (Boston, MA)
- Developed & licensed the instructional model & breakdown of components used for the entire "Picture Yourself" series (100+ books).
- Received the fewest number of edits and was the fastest contract-to-release book in the history of Thomson Course Technologies.



PROFESSIONAL RECOMMENDATIONS



Steven Cash

IT Service Operations Manager, Jacobs Technologies

* Worked alongside Shawn in PMO

I've known Shawn well for 18 years. He is a brilliant planner, very successful entrepreneur, knowledgeable and trusted business advisor, and has the greatest work ethic of anyone I know. Added to that, he has impeccable character and ethics, and is a great family man! I would recommend Shawn for virtually any position he wanted to be challenged by. I've watched him take on many jobs, a couple of businesses, and he has excelled at all of them.

Throughout my civilian career as a Program Manager and IT Manager, I've hired and managed many people, and Shawn stands out as virtually the best I've known. While early in our association I was his mentor, in many ways, he has mentored me throughout the years since.

Anyone considering Shawn for a tough position requiring great management and leadership abilities, business acumen, and a tireless work ethic has found the right person.

Tonya Drew

Strategies for Healthcare IT Services

* Managed Shawn directly and worked alongside Shawn in PMO



I've known Shawn for over 16 years as both an employee of mine, and later as a close friend who struck out on his own and founded a private business that is still thriving today. He worked directly with me planning and executing a multi-year, multi-million dollar Federal IT project for the Dept. of Veterans Affairs.

Shawn's professional strength is his ability to take a business vision and turn it into an achievable and practical plan of action. He has an uncanny talent to 'see down the road' and pinpoint key events that could pose risks-- and then mitigate those BEFORE they become a showstopper. Those professional skills are exceeded only by his interpersonal abilities.

Shawn is friendly, sincere, flexible, and has a sharp sense of humor. That blend of very special skills, coupled with critical thinking, were directly responsible for bringing many opposing parties to the table, and then successfully negotiating or resolving problems that otherwise could have cost millions to the Federal government. I would highly recommend Shawn Trautman with absolutely no hesitation to any company searching for 'The One'.