



Shawn Trautman

Business Development Specialist

INFO



Name
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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 / Tennis / Basketball / Football / Volleyball / Soccer

LANGUAGES

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



PROFILE / SUMMARY

Strategic leader with 30+ years of success in wide variety of complex fields including coaching, 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.

SHAWN TRAUTMAN



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.

