

GUY R. FRANKLIN, PMP ®

1705 Old Drummer Boy Lane Fort Washington, MD 20744

(240) 838 6994

Goldtree2@gmail.com

PROGRAM MANAGEMENT PROFESSIONAL

Delivering Innovation, Expertise and Leadership to the Enterprise

PROFILE

Experienced Program Management professional with extensive experience who can successfully initiate, plan, execute, monitor, control, and close complex multifunctional programs for both small and large organizations. A motivated professional with the ability to deliver critical projects while creating and managing top performing teams that deliver strong performance to meet strategic business objectives. Well organized and result oriented, able to implement standards, procedures, and processes that improve business and system functionality to bridge technology and business goals and provide innovative and productive solutions.

- Project Manager recognized for consistently resolving complex issues, while effectively communicating solutions to stakeholders and management. Frequently selected to work on challenging projects and develop key working relationships through the use of innovative and imaginative solutions.
- Adept at quickly and successfully responding to changing environments, corporate cultures and situations, able to achieve goals within critical deadlines, while ensuring the quality of projects. Effectively manages cross-functional, multi-geographic teams, willing to function in any role necessary to ensure success.

CORE COMPETENCIES

**Planning and Management • Budgeting • Project Requirements • Situation Analysis • Engagement Management
Qualitative and Quantitative Analysis • Quality Improvement • Resource Loading • Priorities Sequence
Direct Project Managers • Manage Schedules and Resources • Sub-Contract Management • P&L
Project Controls • Resource Management • Solution Development • Strategic Planning • ROI
Contract Negotiations • Customer Relationship Management • Regulatory Compliance**

Clearance: SECRET

PROFESSIONAL EXPERIENCE

Professional Consultant

2007-Present

Subject Matter Expert Consultation Services offered to a diverse client base, including Governmental Agencies and Departments, Fortune 500 Corporations, as well as closely held companies. Service offerings encompass all aspects of Management Consultation, as well as Project and Program Management. *Recent engagements include;*

Project Manager-MedImmune Inc.

- Consulted to Human Resource Directorates, provided best practices and recommendations for improving Employee retention and Engagement Management Plans.
- Analyzed, training surveys compiled quantitative results and reported to HR Directorates. Managed communications, stakeholder expectations and program reviews.

PRICE Systems Inc.

2003-2007

Deputy Director of Program Management 2005-2007

Managed strategic planning, developed division goals with Program Leads, prepared SWOT Analysis, as well as identified threats and opportunities for follow on contracts. Additionally, resolved risks and conflicts between all stakeholders, and effectively managed customer expectations. Performed initial requirements assessments and prepared recommendations for Project Management Office process improvement, managed Project Team in the capture of software requirements, and developed Use Cases to deliver customized engineering database.

- Expert in contract negotiation, facilitated award of \$400,000 contract to train Engineers in Beijing, China.
- Developed over \$3,000,000 in Consultant business in the United States, Dubai and China.

Ensured compliance with government regulations and Defense Contract Audit Agency accounting standards in support of Project Management Office in United Arab Emirates Dubai. Determined Basis of Estimate resulting in company being granted Defense Contract Audit Agency approval to pass price proposal audit.

- Earned company \$130,000 Incentive Bonus for early contract completion of Department of Defense Contract
- Earned designation of "Employee of the Month" for outstanding personal performance.

Program Manager

2003-2005

Managed 26 exempt and non exempt employees, defined project scope, goals, objectives and deliverables with senior management and stakeholders. Initiated, executed, monitored and controlled program plans, identified critical path and ensured timely deliverables. Additionally, maintained Division Profit and Loss Report, as well as developed Pricing Proposals and Collateral Marketing Materials.

- Implemented Earned Value Management across multiple programs in accordance with ANSI/EIA Standards.
- Developed White Papers and presented at National Defense Intelligence Association Symposium, as well as to Members of the Senate Arms Committee.
- Helped to win the first Cost Plus Contract in PRICE System history, valued at \$3,900,000.

SRS Technologies Services

2001-2003

- Program Control Manager

SAIC AT&SG

2000

- Project Control Analyst

Orbital Sciences Corporation

1997-2000

- Principal Production Planner

EDUCATION

Associate of Arts, Business Management Prince George's Community College in *process*
Materials Requirements Planning Certificate Catonsville Community College

PROFESSIONAL CERTIFICATION

PMP® Certification Program Management Institute
Advanced Proposal Pricing Certificate Advantage Consulting Inc.

MS Project Scheduler Certificate New Horizons Computer Learning Center

SAIC University

Project Scheduling PS7 and PS8 Certificate **Earned Value Management System Certificate**
Program Management SAIC Certificate I, II, III