

Johnny Trujillo

Senior Project Manager

New York, NY

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Capability Summary

With a successful track record of delivering challenging complex projects to Schedule, Budget, Scope, and Quality to the Financial, Banking, 401K, Vendor, Commercial, Government, Mining, Airlines, Telecom and Manufacturing industries, extensive background in technology and business, creative, flexible and adaptable to change; experienced in applying the PMI, Prince2, Agile, ITIL and Proprietary Project Management methodologies, for global, regional, local, small to large, multiple concurrent, Infrastructure, Applications and/or Software projects from \$50K to \$10M

- **Business, stakeholders and suppliers' relationship management**
 - Experienced in providing project health, financial reports, and weekly project status meetings
 - Managing of Executive Board, Senior and C Management teams, as well as chairing Steering Committee boards
- **Negotiation and Communication**
 - Superior interpersonal communication and conflict resolution skills, to build successful productive relationships
 - Ability to influence and motivate others to move toward a common goal
 - Experienced management of vendors and suppliers for successful procurement and SLAs compliance
- **Technology Background**
 - Extensive and in-depth technical background with a complete understanding of technologies to deliver successful integrated projects
 - Palo Alto Networks, Cisco, EMC Cloud Infrastructure, PODs, VNX, Virtual and Physical Servers
 - Hardware Firewalls, Networks, Storage, SAN, NAS, Virtualisation, Desktops, VoIP and PABX
 - Software Development, Testing, Applications Integration, and Delivery
 - Data Centers Deployment, Relocation, Transformation, and Green Field
- **Change control and management**
 - Experienced in business change management for Cultural changes, transition, deployment and Business acquisitions
 - Experienced in the implementation and application of Change Control to manage project deliverables to align schedule with business collaboration and risk management

Professional Experience Summary	Palo Alto Networks	Mar 2015	Current	Program Manager
	Telstra	Feb 2013	Mar 2015	Senior Project Manager (SIM)
	Royal Bank of Canada	Oct 2012	Jan 2013	Project Manager (Ensynt)
	JT Consulting	Jul 2012	Oct 2012	Technology Consultant
	Fujitsu	May 2012	Jul 2012	Senior Project Manager
	IBM	Jan 2010	Feb 2012	Senior Project Manager
	Tata Consulting Services	Jun 2008	Sept 2009	Senior Project Manager
	Leighton Contractors	Jun 2007	Feb 2008	Senior Project Manager
	Business and IT Consulting	Nov 2002	Jun 2007	Technology Consultant

Education	Bachelor in Human Change	Diploma in Project Management
	Diploma of Management	Diploma in Digital Technology
	Diploma of Web Development	Certificate IV in HR Management
	Cert IV in Workplace Training	PMI PMBoK, Agile
	ITIL - PRINCE2	Cisco, Palo Alto Networks
	Leadership Commendation Medal	Moving to the Cloud

Career Details

Mar 2015 - Current Palo Alto Networks – Program Manager

Palo Alto Networks, Inc. provides enterprise security platform to enterprises, service providers, and government entities. The Palo Alto Networks Next Generation Firewall delivers application, user, and content visibility and control, as well as protection against network-based cyber threats. The company provides Firewalls, Panorama, Wildfire and TRAPS Security solutions

Applying Agile and PMI methodologies, project managed the delivery of security solutions and security health checks for Palo Alto Networks and Partners’ Customers. Client facing and remote projects with Company and Partners’ resources, responsible to facilitate projects initiation, solutions designs, implementations, to project closure, with transparent customer's communication

Achievements:

- In a greenfield environment delivery of the NYC Emergency Communications Transformation Program Palo Alto Network Security component
- In a challenging environment effectively deal with multiple and changing priorities, building and developing strong working relationships with the Program Office and multiple Stakeholders
- Project Manage the delivery team, gaining the Customer’s trust and acceptance, and complementing the Customer’s Project Management functions

Key Responsibilities:

- Managed all aspects for the Project from initiation to completion
- Developed the Project Schedule, Risks and Issues, status reports, meeting minutes, dashboard
- Managed the deployment of Firewalls, Panorama, Wildfire, TRAPS, and Environments’ Health Checks
- Maintenance and updating of the SharePoint, and company secure files storage
- Managed multiple projects, coordinating the resources assignment, Customers Kick Off calls, project and financials status reporting

Jan 2013 - Mar 2015 Telstra – Enterprise Delivery IT Solutions Senior Project Manager – Solutions Implementation Manager (SIM)

Telstra is Australia’s leading telecommunications and information services company, offering a full range of communications services and competing in all telecommunications markets, with 16 million mobile services, 7.5 million fixed voice services and 3 million retail fixed broadband services

Applied Agile, Prince2 and the PMI methodologies to project managed the delivery of end to end Enterprise, and Cloud infrastructure and Virtualize solutions for Telstra's internal and external Customers. Client facing with offshore resources, responsible to facilitate the solutions designs, implementations, infrastructure procurement

Achievements:

- Facilitated a five-year overdue vendor Service Level Agreement
- Maintain buy in from stakeholders, by demonstrating project value
- Rescued and delivered overdue redlined challenging project

Key Responsibilities:

- Deployment of Cloud infrastructure EMC PODs, VNX, Cisco UCS, Oracle physical servers
- Reporting to Capacity Planners and Enterprise Stakeholders deliverable project status
- Updating of iTAM (Change Management), Lotus Notes (Job assignments), JIRA, EDMS, Remedy

**Oct 2012 - Jan 2013 Ensyst - Royal Bank of Canada - Investor Services
Project Manager – Consulting**

Reporting to the Australasia IT manager and PMO, the delivery of the VoIP telephony integration between the Investment Services and the Capital Markets bank division, and the NetBackup Storage migration infrastructure to a new SAN environment

Achievements:

- Established project financials monitoring process, chargeback models, and facilitated the Service Level Agreement negotiation
- Generated the project documentation to facilitate the project status tracking, Change Management, and BAU handover

Key responsibilities:

- To follow the Royal Bank of Canada proprietary Project Management Framework
- To deliver the VoIP infrastructure to Capital Markets
- To drive to completion the NetBackup Storage migration infrastructure to a new SAN environment

**Jul 2012 - Oct 2012 JT Consulting - Multiple Accounts
Technology Consultant**

As the Technology Consulting business owner responsible to gather and convert clients' requirements and business strategies to cost effective technology solutions

Achievements:

- Developed technology road map and facilitated micro businesses implementation of Cloud and VoIP solutions

Key responsibilities:

Multiple clients: Provide the clients with quality solutions, and implemented to budget, scope, time and to agreed benefits

**May 2012 - Jul 2012 Fujitsu, Sydney - British American Tobacco Australasia Account
Senior Project Manager**

This role reported to the Sydney PMO Manager, Global PMO Manager, Sydney Technology GM, Australia Technology GM and Australasia GM. This role had 12 resources allocated and a budget of \$1.5Mil plus Capex

Achievements:

- Working with the PMO, Regional and project stakeholders, collected and analyzed multiple documents to developed and released the 8 months overdue Project Information Document (PID) and Budget estimates to the Board for review and approval

- Raised efficiency and productivity by restructuring, coaching and mentoring the Project team resources to improve morale and become a cohesive delivery focus team
- Saved time by reducing time to complete the Applications Remediation and UAT on 420 applications from non-completion date to 30 days

Key Responsibilities:

- Project Schedule the deployment of Windows7 to 1300 desktops, improve the rate of Remediation and User Acceptance Test (UAT) for 420 applications
- Verify the upgrade of Lotus Notes, Domino servers, backend servers and WAN optimizers replacement, and Windows7 Pilot deployment

**Jan 2010 - IBM, Sydney - Westpac Bank Account
Feb 2012 Senior Project Manager**

This role reported to the IBM PMO and Program Manager, the Westpac Steering Committee and Program Manager. Project Managed multiple projects with 20 local and International allocated resources, vendors and suppliers.

Achievements:

- Successfully managed the Symantec Antivirus software replacement with the McAfee suite
- Successfully managed the SAN switches decommission, and the host and virtual servers' migration of the Data Centre Test, Development, Disaster Recovery and Production SAN
- Managed and built cohesive relationships with client stakeholders, project resources and vendor allocated team

Key responsibilities:

End Point Protection - Project Scope: To a budget of \$2.5M, replace the Symantec Antivirus (AV) software and ensure the deployment and integration of the McAfee Suite of products is seamless and non-disruptive to 35,000 Desktops, Servers and Storage

Server Optimization and Consolidation - Project Scope: Manage the planning and deployment of the CiRBA application to 3200 Servers to a budget of \$900K; CiRBA a Java analytics software that determines optimal workload placements and resource allocations for physical and VDI infrastructure

Storage Attached Network (SAN) Refresh - Project Scope: Project manage a stream of the 3500 End to End SAN switches decommission and the host and virtual servers' migration from the Test, Development, DR and Production environments

**Jun 2008 - Tata Consulting Services, Sydney - Manager Multiple Accounts
Sep 2009 Senior Project Manager**

This role reported for the various accounts PMO and corresponding Program Manager. Responsible to deliver concurrent projects to a combine projects budget of \$10 Million

Achievements:

- Developed an audit trail, and engaged and liaised with the IT Management Stakeholders to developed strategies and tests plans with entrance and exit points
- Successfully project managed the development of business cases, financial justifications, business requirements, functional and technical requirements, project development plans, project schedules, testing and documents approvals

Key responsibilities:

Portfolio Manager - Hutchison Telecoms

LifeCycle and Stability - Portfolio Scope: Project managed time-boxed, new vendors, new technology, high-risk profile and complex business requirements projects. Responsible for the successful delivery of VHA projects with budgets of \$5 to \$10 million dollars in support of Vodafone Hutchison Australia (VHA) 2.1 million subscribers Lifecycle and Stability portfolio.

Senior Project Manager - Qantas account

USPSmail: At a cost of \$1.2M SDLC project, recovered this project to facilitate Qantas USPS mail services contract renewal, to provide mail delivery service to Europe and Australia

Common Parts: At a cost of \$600K project managed the enhancements to the Oracle Data Warehouse Database and Supply Chain for the parts commonality for the A380 aircraft and other aircrafts, to facilitate Qantas compliance with CASA regulations

Careplus: With a budget of \$800K facilitated Qantas replacement of the crisis management application; the Crisis Management application is the high quality Humanitarian Response System

**Jun 2007 -
Feb 2008**

**Leighton Contractors, Sydney - Multiple Concurrent Projects
Senior Project Manager**

This role reported to the Leighton Contractors Team manager and with nationally disperse resources, project manage the deployment of Greenfield Infrastructure, VoIP, satellite, and network integration

Achievements:

- Successfully managed the deployment and upgrade of PABX, SANs, VMware, AD, Firewalls, email, Intel servers, thin and fat clients, WAN, Wireless, and Satellite links
- Established positive working relationships with the Leighton Contractors internal and external project stakeholders and resources

Sydney Cross City Tunnel - Project Scope: Seamlessly manage the IT technical transition, a part of the \$635 million ABN AMRO and Leighton Contractors Sydney Cross City Tunnel acquisition project, with non-established scope, time or budget, and with the key requirement of Business-As-Usual (BAU) within two (2) hours after signing the Transition Contract

Project Scopes: Deploy multiple Greenfield data centers, update servers' rooms, deploy VoIP, PABX, wireless and satellite links across locations through New South Wales, Western Australia and New Zealand

**Nov 2002 -
Jun 2007**

**Business and Technology
Consulting
Technology Consultant**

**Jul 1999 -
Nov 2002**

**CitiStreet Australia Pty Ltd
IT and Systems Department
Manager**

**Oct 1992 -
Apr 1999**

**Merrill Lynch, New York
Senior Project Manager**

**Apr 1990 -
Oct 1992**

**Computer Repair Centre New York
Field Service Engineer**

**Dec 1981 -
Nov 1989**

**US Air Force
Telephone Central Office Manager**

References provided upon Request