

SORIN CIORNEI

DIGITAL ACCELERATION PROJECT MANAGER

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SUMMARY

Fast-minded, creative problem solver with excellent planning and communication skills. I am PMP/ITIL certified, worked in different functions and industries with a focus on big transformational changes. Excellent planning, organization and analysis skills coupled with great communication abilities, with an eye for improvement. I love challenges, reading and water sports.

SKILLS

Business acumen:

- Excellent stakeholder management skills, with the ability to engage with stakeholders at multiple levels
- Strong interpersonal and communication skills
- Ability to convey the message (written and oral) according to specific audience.
- Advanced problem solving skills
- Digital acceleration
- Internet of Things

Project management skills:

- Cross-Functional Supervision
- Team Building & Mentoring
- Client Relations & Presentations
- Business & IT Planning
- Vendor Management

Technology skills:

- Java for Android
- HTML | CSS
- Cisco Collaboration, Security and Services portfolio

EDUCATION

Masters of Institutional Management

2008 - 2010

UAIC, Iasi, Romania

Major: Public Policy and Institutional Management

Bachelor of Political Science

2005 - 2008

UAIC, Iasi, Romania

Major: International Relations

Economics and Logistics

2008

Utrecht University, Utrecht, The Netherlands

AWARDS

Benefit Everyone Award - July 2016

CISCO Leon Koffman Director S&P

Win Together Award - July 2015

CISCO Hans Hwang VP Enterprise Services

Make Innovation Happen Award - June 2015

CISCO Rebecca Jacoby CIO

Always Do The Right Thing Award - March 2015

CISCO Lindsey Sierra Proj Mgr CoC

EXPERIENCE

THEATER DIGITAL ACCELERATION PROJECT MANAGER | 2015 - present

Cisco Systems, Krakow, Poland

Sales Project Manager working on Digital Acceleration Deals for EMEAR, driving the proposal and bid effort to ensure Cisco customers are satisfied in their Digitization journey.

Coordinating with Global partners and re-sellers in driving complex projects to terms. Stakeholder management and relationship building is critical for this. Focus on Collaboration, Digital Workplace, IoT and Security for the technology part

- Worked on deals totaling \$50 M, with non-standard services elements: Managed Services, licensing, subscription and transactional models
- Developed business cases using industry standard storytelling models

IoT PROJECT MANAGER | 2013 - 2015

Cisco Systems, Krakow, Poland

IoT Programme Lead responsible for Strategy and Planning for multiple countries.

Focus on building the IoT ecosystem for Central Europe, including rapid prototyping proof-of-concepts between Cisco technologies and various Startups. Worked on shaping the regional Cisco IoT Strategy with OpenKrakow and other projects

- Fluency in financial and budget management
- Resourceful when executing, able to build mutual trust and drive partnerships

IT SERVICE DELIVERY | FINANCE AND ACCOUNTING | 2011 - 2013

Capgemini, Romania/Poland

Worked in IT Operations (as a Change and Problem Manager) that focused on transformation projects (transitioning new processes and adopting new ones). Used my knowledge and my curiosity to get involved in projects outside of my roles with great success both upon customer expectations but also by improving the workplaces for my extended teams. Proficient understanding of IT Governance, ITIL Processes and IT Infrastructure in delivery and operations environments.

Worked in Finance and Accounting (as a Financial Analyst) that focused on quality management, receiving training and applying Six Sigma and Kaizen methodologies.

STRETCH ASSIGNMENTS

Worked on more than 20 different projects outside of my roles, getting involved in multiple initiatives, leading over half of them:

- Working as a start-up mentor for Challenge UP! 2015/2016 – Cisco funded start-up accelerator: <http://challengeup.eu/>
- Leading the Solution Selling Program – increasing adoption for a new functionality in SFDC (3k+ Account managers)
- Led efforts to optimize Cisco internal self-help tools that are currently adopted company wide (HR + IT support)
- Inclusion and collaboration projects - Reverse Mentoring, I&C Annual Jeopardy Contest, Move IT Sports competitions Krakow, Movember Krakow and others, acting as a regional project manager.

CERTIFICATIONS

- Certified in ITILv3, ITIL Service Transition, ITIL CSI, PMP, Prince2, CF APMP, Agile PM, Kaizen and Six Sigma