

# Robert DuPuy, MBA, LSSBB, PMP, RMP, DASM

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## SUMMARY

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A seasoned professional with experience in artificial intelligence technologies applied to project management, risk management, quality management, business development, sales, and operations. Demonstrated success in leading cross-functional teams and driving innovation in dynamic environments. Adept at leveraging AI to enhance business processes and deliver strategic initiatives. Proven track record in managing complex projects, mitigating risks, and optimizing quality to achieve business goals. Excels in developing and executing sales strategies, fostering client relationships, and spearheading business growth. Seeking a specialized role where I can utilize my multifaceted expertise to drive organizational success.

## EXPERIENCE

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### JIRA CONSULTING AND INVESTMENTS

March 2023 - Present, US, MT, Kalispell

Long-term Mega-Capital Trend Analyst and Investor in AI Market Infrastructure with experience in Project and Risk Management, Agile Methodologies, Business Development, and Management Systems in the Computer Software and Hardware Industry.

- Apply project management and risk management principles to oversee investment projects.
- Develop and implement risk mitigation strategies to safeguard investments.
- Conduct in-depth analysis of market trends, focusing on AI market infrastructure.
- Identify and evaluate investment opportunities in large-cap companies poised for long-term growth.
- Leverage expertise in business development to identify new market opportunities.
- Generate over 90% (ROI) annually in 24 months

### PROJECT MANAGER

#### AMERICAN PRESIDENTIAL LINES (APL)

November 2022 - March 2023, US, VA, Alexandria

- Coordinated all projects, and activities focused on process and performance improvement transitioning payroll migration project from legacy system to ADP.
- Successfully executed a portfolio of improvement and change projects to support the adoption of a new payroll process.
- Provided leadership and guidance to process engineering initiatives, including cross-functional team improvement strategies, project management, process mapping, team facilitation, training, and risk management.

### MARKETING MANAGER

#### BSI

August 2019 - November 2022, US, VA, Herndon

- Conducted comprehensive market analyses, identifying lucrative opportunities, and implementing effective market segmentation for precise targeted marketing campaigns using Zoominfo.
- Led competitive analysis initiatives, optimizing, and crafting successful go-to-market models and strategies. Achieved an outstanding 246% revenue generation through strategic implementations.
- Implemented Salesforce solutions to streamline call center processes, enhancing prospecting, lead generation, and customer engagement. Leveraged Salesforce for data-driven decision-making, resulting in improved team performance and collective revenue goal attainment. Successfully integrated Salesforce into cross-functional projects, contributing to the transition from a cost-based support service center to a revenue-generating call center.
- Supported regulatory clients and projects in the aerospace AS9100, manufacturing, and medical device markets.

### BUSINESS DEVELOPMENT MANAGER

#### SAI Global

December 2018 - August 2019, US, GA, Atlanta

- Spearheaded the development of Southeastern USA markets for medical, food, and aerospace industries, demonstrating regional responsibility.
- Provided Project Management oversight and coordination with contacts and stakeholders.
- Conducted Business Analysis of clients' existing capabilities, identifying gaps, and recommending opportunities for improvement.

## CONSULTANT

### ACIM, LLC

January 2016 - December 2018, US, TX, Austin

- Completed an MBA program, PMP, and RMP certifications, showcasing a commitment to professional development.
- Attained certifications as a Six Sigma Black Belt and Certified Scrum Master, leveraging extensive experience in business development, training, and quality to offer consulting services to companies in diverse industries.

## BUSINESS DEVELOPMENT MANAGER

### BUREAU VERITAS

February 2015 - October 2015, US, TX, Houston

- Led strategy to rescue at-risk accounts and build a new business strategy focused on enterprise clients. Created and launched sales and go-to-market strategies for companies in diverse industries, including food safety, soft drinks, healthcare, and pharmaceuticals. I led consultant and project member for several new market development streams and led team selling strategies leveraging Lean Six Sigma methods.
- Developed an Android-based audit checklist solution for a \$5M-revenue restaurant chain, providing real-time information to track safety, control costs, and more efficiently manage operations. The solution was rolled out globally to 750 clients. This supported streamlined HACCP certification, reduced waste by 50%, and significantly improved client satisfaction.
- Spearheaded a new certification project for a company working on oil rigs to contain explosions and fires. Developed a custom safety standard around ISO 9001. This enabled the company to be a market differentiator with a competitive advantage.

## VP SALES AND TRAINING

### LRQA

January 2008 - November 2014, US, TX, Houston

- Strategically transitioned the business from SMB to global/enterprise clients, driving sales and managing critical accounts across aerospace, medical device, chemical, and food segments.
- Achieved the number 1 office in new sales revenue for 18 consecutive months, showcasing consistent high-performance leadership.
- Provided vital support to manufacturing plant and facilities engineers by aiding in facility planning, training, and design.
- Spearheaded a change in sales strategy, shifting focus from small to medium and enterprise accounts, resulting in a significant increase in ISO certification services sales from \$11M to \$32M.
- Successfully managed a multiyear \$10M auditing and training contract with Cargill, doubling sales growth in three years.
- Implemented Lean Six Sigma methodologies, leading to the elimination of backlog and a 98% reduction in error rates in contract processing, improving defect rates by 92%, and achieving a 100% on-time completion rate.
- Conducted cost/inventory/production control and human factors studies, contributing to the development and implementation of plans for facility modifications and revised operating methods.
- Established key performance indicators (KPIs) to optimize the use of production facilities and personnel.
- Independently solved complex issues with minimal supervision, escalating urgent matters to key stakeholders as necessary.

## AREA BUSINESS DEVELOPMENT MANAGER

### JEFFERSON WELLS

October 2006 - February 2008, US, TX, Austin

- Led the expansion of the Austin area market, centralizing financial auditors to decrease turnover and increase the company's presence in the market.
- Expanded the customer pipeline and successfully closed a \$3.5MM supplier agreement with Dell.

## DIRECTOR OF BUSINESS DEVELOPMENT

### COMPUTER ASSOCIATES (CA)

April 1996 - September 2006, US, TX, Austin

- Recruited by the founder as the Business Development Manager, responsible for building a new pipeline for the flagship product Unicenter TNG and securing new channel and distribution partners.
- Acted as the Project Manager for onboarding new vendors, reducing sales cycle times, and closing agreements with over 30 OEM companies.

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## EDUCATION

### MBA, Healthcare Management, Western Governors University, Austin, TX

Western Governors University • US, TX, Austin

### MBA, Business Administration, California Coast University, Santa Ana, CA

California Coast University • US, CA, Santa Ana

### Associates Computer Science, Microcomputer Institute, Houston, TX

Microcomputer Institute • US, TX, Houston

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## CERTIFICATIONS

### Project Management Professional (PMP) #2099822

Project Management Institute

### Risk Management Professional (RMP) #2140403

Project Management Institute

### Disciplined Agile Scrum Master (DASM) #3707536

Project Management Institute

### Lean Six Sigma Black Belt

Villanova University

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## KEY SKILLS

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\*Project Management

\*Risk Management

\*Agile Methodology

\*Six Sigma

\*Tableau

\*Jira, Confluence

\*Process Improvement

\*Customer Satisfaction

\*Quality Enhancement

\*Team Building

\*Results Oriented

\*Business Acumen

\*Contract Negotiation

\*Business Development

\*Marketing