

# Michelle Odanga, PMP, DASSM

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## Professional Summary

Dynamic and results driven business owner with 10+ years of Program Management experience in Corporate America, growing a consulting firm to address opportunities in the market from the development of a project-based economy. Proven expertise in team leadership, stakeholder management, strategic planning, and operational scaling.

## Professional Experience

### Crossroads International Consultants, LLC

*Principal Consultant*

Cedar Park, Texas | January, 2023 – Present

- Spearheading the successful transfer of business ownership to the second generation, ensuring continuity, security and operational excellence using technological solutions.
- Optimized resource allocation and workflow management, which reduced project costs by 10% and increased overall project profitability.
- Implemented advanced project management tools and technologies, enhancing project tracking and reporting accuracy, thereby improving client satisfaction and retention rates.

## Unity Technologies

*Technical Program Manager - eCommerce, Licensing, and Hub*

Austin, TX | December 2020 – Present

- Strategically select and drive new product launches on Unity.com/products by implementing repeatable agile frameworks to increase online sales revenue.
- Modernized the License Management solution by migrating serial-based license keys to identity-based license entitlements achieving compliance resulting in revenue of \$10M.
- Drive Beta and GA releases of the Unity Hub to keep customers informed of changes to the technology, allowing greater insight into new features for project management.

## Education

### Bachelor of Science in Management; Minor: Management Information Systems

Purdue University Main Campus, Krannert School of Management, West Lafayette, Indiana | 2013

## Certifications

Project Management Professional Certification (PMP) – 2018

Certified SAFe 4 Agilist – 2020

Disciplined Agile Senior Scrum Master – 2022

## Professional Affiliations

Alumni Member, Management Leaders for Tomorrow (MLT)

Member, Project Management Institute (PMI) – Austin Chapter