



## Penny Blue, MBA, PMP

**Background:** Penny is Owner and CEO of Penny Wise Gateway, LLC. She is also trainer, coach, and business consultant with a proven track record of leading people and managing programs and projects worldwide. Her expertise as a teacher, trainer, program / project manager and consultant make her a natural fit in the field of Leadership -- including, Root Cause Analysis & Problem Solving, Facilitation Skills, Process Improvement, Project Management, Creative Leadership, Coaching, Criticism & Discipline skills for Managers, Diversity in the Workplace, Successful Performance Management, Goal Setting, Emotional Intelligence and many other project management and leadership opportunities. Before becoming a consultant / trainer, Penny worked as a Delivery Project Executive at IBM where she engaged in data center operations, customer care, application development/maintenance, distributed systems, databases, process improvement, human resources, financial management of budgets up to \$700 million, client relations, and multiple levels of management. There she developed an innovative measuring process for individual and team evaluations, designed and implemented a project management office which included project management processes, methodologies, and tools. She managed logistics, administrative support in matrix management, geographically dispersed environments worldwide. Penny also worked as a mathematics teacher in the Virginia secondary school system and as an adjunct professor at VA Western Community College. She is a founder and board member of the nonprofit Friends of Booker T. Washington National Monument where she is responsible for community outreach, budgeting, membership growth, and strategic planning and was a board member on the Franklin County, VA School Board. An articulate speaker and strong writer, Penny is a versatile, disciplined, and creative trainer. Her excellent interpersonal skills, project management experience, logical decision making and problem-solving abilities, and a natural inclination to see the big picture make her a worthy asset to business environments.

**Education:** MBA, Duke University; BA in Mathematics, Hampton University; Classes in Non-Profit Management Program, Duke University; Certificate in Entrepreneurship, University of Virginia; Certificate in Minority Political Leadership, Virginia Commonwealth University; Alternate Route to Teacher Licensure requirements, University of Virginia; Master's Certificate in Project Management & Certified Project Manager (PMP), George Washington University; IBM Executive Delivery Project Management Certificate; Trainer Certification, Pryor + Learning Solutions, Park University Enterprises, Inc. and SkillPath; Coaching Certificate, Professional Coaching Academy; School Board Governance Foundations, Virginia School Board Association

**Career Steps:** Penny Wise Gateway (2015-Present); Manager/Project, Curative (2022); Product Specialist, Software Techniques (2015); School Board Member, Franklin County, VA Public School System (2014-2021); Mathematics Professor/Teacher, VA Western Community College & Virginia Secondary Schools (2007-2012); Delivery Project Executive, IBM (1982-2007)

**Associations & Honors:** Founding Member & Board Member, Friends of Booker T. Washington National Monument; Community Organizer - Campaign Director for Franklin, Henry, Pittsylvania, VA Counties; Committee Member, US Census Bureau, VA; President, Local Chapter National Hampton Alumni Association; Numerous IBM Management and Team Awards