
JOHN M. LANGLOIS, PMP®, SCPM

IBM Certified Executive Project Manager
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SUMMARY OF QUALIFICATIONS

Twenty five years of diverse project management, marketing, financial and procurement experience with a Fortune 100 Corporation. Plus, two years experience as President of a startup, service oriented company. Creative problem solver, idea generator, and leader of continuous process improvement.

HIGHLIGHTS OF EXPERIENCE

Authored *Project Wreck – 12 Reasons Projects Fail*. Featured speaker at ProjectWorld and other high profile industry events. Owner, operator of projectEZ.com

- *Expert at creating a customer persona for your product or service, building value propositions, and prioritizing customer requirements*
- *Expert at developing high performance teams*

Project Management: Coordinated complex notebook computer projects with the highest revenue and profit contributions to the Division. Defined the work breakdown structure and assigned resources for the development process, concept to end of life.

- *Brand project management Subject Matter Expert on IBM PM Center of Excellence board*
- *Recognized by IBM Corporate Excellence Award as one of top 25 Project Managers in the company.*
- *Published advanced project management tips and techniques on IBM Intellectual Capital Management database*
- *ThinkPad Brand formal awards for Project Management excellence in delivering on the ThinkPad 600 and T-series scope, time and cost commitments.*

Strategy and Planning Recommended product investment and pricing strategies. Provided investment counsel during the initial product concept phase review. Established division goals on the basis of competitive analysis for product content, marketing and sales effectiveness, development expenditures and profit performance. Implemented a series of product promotions to gain market share and reduce inventory.

- *Corporate Quality Award for designing and implementing the first worldwide pricing business case model; reduced business case cycle time by 60%.*
- *Division Award for authoring ATM new technology assessment report for company CEO.*
- *United Way 2nd Century Initiative Award for creating the most accurate projection target business model in the country.*

Procurement: Determined optimum contract terms for costs, bill-back and cancellations matrices. Optimized inventory carrying and ordering costs by apply purchasing principles of Just in Time and Economic Order Quantity.

- *Earned Certified Purchasing Manager, C.P.M., designation.*
 - *Lectured at Procurement Masters and New Buyer's schools.*
 - *Recognized by Functional Quality Award for publishing Order Authorization software*
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PROFESSIONAL HISTORY

IBM Certified Executive Project Manager, PMP - IBM Corporation	1996 -
Product Management Coordinator - IBM Corporation	1994-1996
Pricing Program Team Lead - IBM Corporation	1993-1994
Advisory Financial Analyst - IBM Corporation	1991-1993
President - Shear Logic Incorporated, Durham, NC	1989-1991
Manager of Manufacturing Overhead Planning - IBM Corporation	1987-1991
Senior Associate Business Planner - IBM Corporation	1984-1987

EDUCATION

Stanford Certified Project Manager (SCPM)	
Masters Certificate in Project Management, George Washington University	10/96
Masters of Science in Economics, Florida State University, Tallahassee, FL	12/83
Bachelor of Arts with Honors, Rollins College, Winter Park, FL	05/82