

JOSEPH SCHINASI

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(MBA, PMP, Agile-ACP, CISM, Six Sigma Green Belt)
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SUMMARY: Senior Project Manager / Business Analyst

Senior PM/BA with 15+ years of success leading complex multi-million dollar enterprise projects in technology, operations, and strategy for Fortune 500 firms. Agile (SDLC) and Waterfall expertise. Entrepreneurial by nature. Excellent communication skills.

EXPERIENCE

BANK OF AMERICA MERRILL LYNCH, New York, NY

Vice President, Technology Project Manager/ Business Analyst

- **PM/BA for Identity and Access Management Systems** (*Global Info. Security & Global Markets Tech & Ops*) **2009 – Present**
 - **Business Analyst:** Supported three client on-boarding and entitlement systems for BAML's institutional portal, "Mercury".
 - **Software Development Project Management:** Managed the development of new client on-boarding and entitlement tools for Mercury Portal. Consolidated multiple CRM systems into a single UI with auto-provisioning. Led matrix teams of 30+. Reduced client on-boarding times by 75% and improved the client-support experience (as all client data is now on one UI).
 - **Operations Project Management:** Reduced risk by on-boarding 900 BofA applications onto a new access request tool.
- **Mergers, Operations, and Business Management** (*Global Markets & Capital Markets Divisions*) **2007- 2009**
 - **Merrill Lynch & Countrywide Mergers:** Served as Project Manager on both the Countrywide and Merrill Lynch Integrations. Contributed to the consolidation of operations, transfer of legacy assets, and the retirement of legacy technology systems.
 - **Trading Desk Business Manager:** Managed all non-trading functions critical to the efficient operation of the RMBS desk.
 - **New Product Development:** Managed projects to develop new commercial real estate loan products.
- **Strategic Planning and Market Analysis** (*Marketing Division of Countrywide*) **2004 – 2007**
 - Led the strategic planning process for Countrywide's Marketing division. Drafted annual business plans for 11 sub-divisions and reported performance to executive management. Twice recognized for excellence in strategic planning execution.
 - Influenced corporate strategy by conducting ongoing market research and analysis on real estate and mortgage industry trends, and their implications to Countrywide's core businesses. Composed detailed reports distributed enterprise-wide.

BAINBRIDGE CONSULTING/BAINBRIDGE CAPITAL, San Diego, CA

2001 – 2003

A strategic advisory and boutique investment banking firm providing specialized professional services to Fortune 500 companies.

Senior Business Analyst and Management Consultant

- **Management Consulting** (FOCUS: Competitive Intelligence and Product Strategy)
 - Advanced our clients' strategic position by advising on industry trends, benchmarks, disruptions, competitor competencies, and strategic opportunities. Clients included Microsoft, Toshiba, Diebold, Johnson Controls, FM Global, Dianon, & KB Home.
- **Mergers and Acquisitions**
 - Improved our client's competitive position by identifying acquisition targets and performing pre-M&A due-diligence. Established and strategically mediated relationships between clients and acquisition targets. Deal size of \$10M-\$100M.

EARLY EXPERIENCE, San Diego CA

1995 – 2001

- **Business Analysis/Marketing/Entrepreneurship**
 - Created value for clients by providing freelance business analysis and marketing services to firms across various industries. Clients included Disney, Home Depot, Petco, General Atomics, Harcourt, and several start-ups (including two of my own).

EDUCATION	CERTIFICATIONS
MBA; San Diego State University; 2001	CISM - Certified Info Security Manager (No. 1527889); 2015
BS with Double Major; University of Wisconsin-Madison; 1995	ACP - Agile Certified Practitioner (No. 1761467); 2014
Commercial Real Estate Certificate; UCLA Ext.; 2008 (GPA 4.0)	PMP - Project Management Professional (No. 1363222); 2010
High School Diploma; University of Chicago High School; 1991	Six Sigma Green Belt (earned at Bank of America); 2011
Software: MS Office/Project/Visio, JIRA, TFS, Python/Django	Toastmasters Competent Communicator (No. 01648097); 2012