

MICHAEL S. ABRAMS

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NEW BUSINESS DEVELOPMENT ✦ STRATEGIC ALIGNMENT ✦ OPERATIONAL EXCELLENCE
International Team Leadership ✦ Business Strategy Development ✦ Change Management

A savvy accomplished network executive with extensive experience providing exceptional leadership and outstanding solutions for industry leaders. Notable cross-functional expertise in business development, integration, change management, operations, and continuous improvement. Orchestrated long-term initiatives to secure integral cost-saving opportunities to maximize profitability. Recognized as a strong strategic planner and creative problem solver. Superb relationship management skills with the ability to develop and lead superior international teams. Exceptional academic qualifications, including a MS in Computer Science from the Georgia Institute of Technology.

SELECTED HIGHLIGHTS

- Recognized for outstanding achievement in delivering in house Wi-Fi International Roaming AAA services saving the company \$2 million per year.
- Designed and implemented BSLD's inventory data management strategy saving the company \$20 million.
- Promoted for exceptional performance in delivering on LTE Quality of Service metrics.
- Awarded outstanding contributor for delivering Apple and Android Wi-Fi Calling capabilities.

CORE COMPETENCIES

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|--------------------------|---------------------------|-------------------------------|
| ▪ Network Operations | ▪ Internet of Things | ▪ Development |
| ▪ International Roaming | ▪ Portfolio Management | ▪ Negotiations |
| ▪ Performance Management | ▪ Relationship Management | ▪ Business Processes |
| ▪ Change Management | ▪ LTE, 4G, 5G | ▪ Strategic Business Planning |

EDUCATION

Georgia Institute of Technology, Atlanta, GA

Master of Science in Computer Science

George Mason University, Fairfax, VA

Bachelor of Science in Business Management

Certifications:

SAFe Scrum Master (version 4.6)

Project Management Professional (Candidate)

PROFESSIONAL EXPERIENCE

AT&T ✦ Atlanta, GA ✦ 2008 – Present

Principal Product Development Engineer

Provides new business development, integration, and network implementation leadership within AT&T Mobility. Delivers new processes and flawless execution. Creates bi-monthly, quarterly, and annual reporting metrics to monitor platform performance. Provides strategic support to business leaders and negotiates vendor pricing.

- Currently leading Roaming and International Services teams in new product development.
- Led twenty (20) network implementations within the \$10M funded Wi-Fi Calling portfolio.
- Built Near Field Communication MNO-TSM (Non-Payment) capabilities within a \$6M budget.
- Steered cross-functional teams in implementing 3G and LTE network improvements that allowed AT&T to reduce network latency and lead the industry in speed.
- Guided cross-functional Middleware projects resulting in 35% improved operations efficiencies.

BellSouth Long Distance ✦ Atlanta, GA ✦ 2000 – 2007

Associate Director

Established and operationalized a newly formed Voice over Network Data Center department

- Designed and implemented the company’s inventory data management strategy saving the company \$20 million.
- Directed a Voice over Network Ops Data Center of 25 employees improving network quality by 39%.
- Formed high-performance cross-functional teams to manage business critical operations yielding significant improvements in overall platform performance.
- Troubleshoot and provisioned international services using Newbridge/Alcatel/Nokia gear increasing BSLD presence in countries served by 65%.

MCI ✦ Atlanta, GA ✦ 1994 – 1999

Systems Manager

Implemented long-term architecture strategies to support business needs.

- Integrated seven sales systems into one resulting in a 300% increase of the department’s customer base.
- Managed IBA/SOA releases and associated functionality into production per business imperatives.

Princeton Information Systems ✦ Colorado Springs, CO ✦ 1992 – 1993

Technical Consultant

Provided leadership, coordination, and developmental direction for a Fortune 500 insurance company.

- Performance tuned Client Server systems operating both Database Manager and SQL Server Databases.
- Designed and implemented an application interface for a centralized financial distribution system.

General Electric ✦ 1991 – 1992

Account Manager

Coordinated strategic vendor alliances with equipment suppliers and manufacturers with an annual spend of \$35M.

- Designed, implemented and trained staff on technical systems. Problem solved productivity issues.
- Identified and implemented essential cost saving initiatives delivering 10-15% in incremental savings.

Electronic Data Systems ✦ Dallas, TX ✦ 1989 – 1990

Junior Systems Engineer

Coordinated financial institutional capabilities with a total annual savings of \$5M. Coordinated long-term store and forward analyses in implementing the best strategic use of a Fortune 100 Financial Institution’s assets.

- Consolidated four data center applications into one reducing system maintenance cost by 50%.
- Provided strategic and technical leadership for 15+ team members located on the customer’s site.

ADDITIONAL CREDENTIALS

DEVELOPMENT LANGUAGES	Java, JavaScript, J++, HTML, Python, C, C++, Visual Basic, Delphi, ColdFusion, COBOL, JCL, OS/2, Presentation Manager, PowerBuilder, VX-REXX.
DATABASES/SERVER	Oracle 9.0i, Microsoft Access 2000, DB2 under IBM MVS & OS/2, Database Manager, Alcatel 7670.
Case Tools	IS-Modeler, Rational Rose, KASE VIP, VX-REXX, PowerBuilder, Knowledge-Ware Planning, Analysis, Design and Construction Workstations.
Support Software	GitHub, Eclipse, Wireshark, Sharepoint Webmaster, Intersolv's Polytronic Version Control System, Endeavor Version Control, Brief, MicroSoft Office Suite (Project, Access, Word, Excel, Powerpoint, Visio, VB).

Hardware Platform	Siemens Surpass hiQ 8000 and Lucent Gateway Platform (Voice over Network architectures), Alcatel 7470, 7670 (ATM Transport), Fujitsu SONET Network, Intel 80X86 based PCS (IBM), Mainframe (IBM 370), Macintosh.
Switch Platforms	Cisco Catalyst 2820, Siemens Surpass hiQ 8000, Lucent Gateway Platform, Nortel DMS 250.
Operating Systems	Nortel Networks Spectrum Peripheral Module Configuration, Datafill and Maintenance (DMS 250 Switch Translations), OS/2 v2.1, Microsoft Windows 7, 8, 10, XP & NT, MS-DOS, MVS/TSO, Macintosh.
Interests	Boy Scout Leader, reading, learning, volunteering, Shotokan karate.
Patents	USA Patent Application Publication, Pub. No: US2009/0037300 A1, Pub. Date: Feb 5, 2009, " <u>Systems, Methods, and Computer Readable Storage Media for Tracking Assets</u> ", Filed Nov. 2, 2007.