

# Anthony Viducich

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## PROFESSIONAL SUMMARY

- A proven business professional with 30 years of experience focused in Sales Operations, Supply Chain Initiatives Program Management, and M&A Integration
- Extensive experience in a Fortune 500 company & non-profit business role
- Experienced manager with expertise in enterprise systems and processes improvements. business operations, and program/project management
- Highly skilled in leading cross-functional teams to achieve outstanding results

## CORE COMPETENCIES

Leadership and Management  
Innovative and Creative Approach  
Analytical and Detail-Oriented  
Highly Relational and Interpersonal  
Operational Excellence / Process Improvement  
Project/Program Management

Clear and Concise Communication  
Cross-functional Team Leadership  
Budget and Roadmap Management  
Complex Problem Solving  
Strong Mature Presence  
Results Oriented

## PROFESSIONAL EXPERIENCE

**Westside: AJC, Portland, OR**

**June 2015 - August 2017**

*Executive Director of Operations*

- Directed the business administration and operational aspects of the non-profit organization, with a staff of 85 and annual budget of \$8M
- Led annual strategic planning process with board of directors, refining the vision and mission of the organization, and defining strategic programs for the fiscal year
- Facilitated the fiscal budget process, ensuring that strategic initiatives and programs were properly funded to support organization vision; coached managers on building department level budgets
- Developed and implemented strategic initiative to spin-out into four distinct non-profit entities; navigating complex and delicate relationships, and executing on business operations systems and process separation
- Provided mentoring and coaching to twelve staff members on leadership, project management and business operations disciplines
- Managed Shared Services offering, providing back-office operations support to three other entities; primary relationship manager, negotiated contracts and ensured customer satisfaction to service level agreement

**Intel Corporation, Hillsboro, OR**

**June 1986 – March 2015**

*Manager of New Business Integration and Operations*

July 2008 – March 2015

- Directed the Emerging Business Operations team, responsible for managing merger and acquisitions diligence and integration for supply chain and order to cash, as well as developing scalable, reliable and compliant opportunity to cash processes for the emerging software and services business
- Guided complex integrations of over 40 acquisitions, totaling \$4.3B, including products, customers and revenue into Intel processes, systems and people across a diverse range of supply chain needs; achieved 100% on time with tight timelines, and within budget
- Successfully led large global multi-discipline team to integrate highly complex acquisition of mobile communications division; transitioned 600 product SKUs to internal manufacturing and \$1.3B in revenue
- Responsible for influencing / consulting initiatives to alignment with Intel business practices, ensuring regulatory compliance, shielding operational resources, and rallying support to promising opportunities
- Managed key stakeholder and partner relationships to foster alignment and buy-in on initiatives
- Regularly navigated delicate situations with diplomacy, involving acquired employees, customers, suppliers, and executive managers through the transition process of integration

- Developed methodology to educate and influence target management and key stakeholders on the relevant business functions, processes, and how some business models add complexity to integration (i.e. tax and trade)
- Interfaced regularly with senior managers and executives to apprise them of acquisition roadmap and status
- Provided steadfast guidance on revenue collection best practices, Go to Market readiness, and order to cash solution set-up in SAP for 25 new SW/Service business offerings
- Drove standardized processes and business models, ensured compliant and scalable processes were adopted, communicated widely to keep stakeholders informed
- Performance feedback as being known for executing with discipline and excellence, managing programs to achieve orderly, high-quality, timely and efficient business solutions
- Interfaced with sales and operations teams to understand sales cycle, contract negotiations, customer needs and concerns to enable responsiveness and customer care
- Regularly challenged the status quo, encourages the team to embrace innovate approaches
- Managed and motivated teams to deliver quality results on multiple simultaneous projects
- Established a prioritized enterprise systems capability roadmap in support of SW/Services business needs
- Acted as liaison to Geographic Operations team globally to influence, gain buy-in and alignment for initiatives
- Effectively influenced and leveraged an extensive group of stakeholders, including Sales and Marketing, business unit general managers, finance and operations, as well as IT management to achieve unified results

*Program Manager, Business Solutions*

January 2002 – June 2008

- Responsible for the price systems product line, consisting of capabilities used to manage pricing, quoting, rebates, and price operations
- Drove pricing product line strategy, set long term vision, defined measurable business value, total cost of ownership, user satisfaction and service level goals, managing overall budget in support of business strategies
- Worked closely with IT development teams to design, develop and implement solutions which effectively addressed business needs, and continuously improve process/policy/tools
- Responsible for chartering individual projects, managing budget, developing business value, ROI, critical success indicators, and ensuring that projects deliver intended value in committed timeframe
- Improved reliability and communication of the corporate revenue picture for senior management, received divisional recognition award from the Sales and Marketing Group for this contribution
- Led initiative to migrate worldwide revenue team onto a Data Solutions System tool, replacing system of record for revenue reporting; resulted in enhanced accuracy, efficiency for user base, and improved reporting capabilities
- Created integrated objectives and a roadmap that was well understood the business analyst team and partners, then chartering projects and deliverables which supported those objectives
- Delivered over 100 tools solutions releases, achieving over 95% on-time and within budget
- Developed worldwide online price book tool solution for the company, innovative approach to establish a single, online pricing record for field sales, geo operations and business units – received recognition awards
- Delivered standardized worldwide direct price-quoting solution for all products, supporting ongoing volume of 500 – 900 quotes per month, improving quote throughput time and audit controls
- Negotiated a \$3M sponsored program in support of legal price audits, delivering a database solution which allowed legal to research historical pricing for customers when called into litigation
- Led decision to re-direct development team from previous approach to an innovative design which delivered a superior outcome – aligned stakeholders to new direction, resulting in an earlier delivery, and saving of \$500K
- Skillfully pre-staffed senior management stakeholders on new tools, processes and releases to ensure buy-in and backing within adopting group
- Embraced and adopted Capability Maturity Model Integration (CMMI) approach, becoming level 3 certified
- Built rapport across a wide range of partners, including sales, operations, finance, IT and Business Units, leading those with disparate perspectives and interests to become unified toward a common vision and approach
- Leveraged a solid understanding of business process, Program Life Cycle (PLC), Software Development Life Cycle (SDLC) and Agile methodology to lead several large programs to successful outcomes
- Received performance review feedback as known by peers, business partners and management as an expert in defining and driving quality business solutions
- Translated ambiguous business problems into strategy and roadmap, and ultimately into specific technical requirements that the development team could act on

*Senior Business Analyst / Project Manager*

July 1994 – December 2001

- Responsible for delivering system capabilities and business solutions which support both customer e-commerce and sales and marketing strategies
- Responsibilities included clearly defining core business problems, collecting and driving business needs into requirements, identifying all elements to ensure complete solutions, working with both business and technical partners, guiding project milestones, key customer/stakeholder communication, and articulating return on investment and business value
- Led the Supply Line Management tool releases, which enabled customers to better model their supply/demand and inventory goals, and improve the effectiveness of the tools and process
- Defined and drove innovative graduated inventory goal functionality in the supply line management tool to satisfy customer needs more fully
- Motivated and led teams to accomplish significant deliverables amidst a dynamic, shifting environment
- Received performance review feedback on positive project management skills, ability to manage complex, multi-faceted projects, keeping projects on track to deliver on time, within budget, and with objectives achieved
- Ability to translate vague business needs into specific technical tool requirements
- Assisted system analysts to create use cases, scenarios, and templates during the requirements phase
- Facilitated communication between motherboards business division and corporate deliver team, representing business needs and conveying the planned tools roadmap
- Received performance feedback on ability to comprehend and synthesize complex technical information, with capability to clearly communicate essential data at appropriate level for the non-technical audience
- Defined and implemented an innovative model as an alternative to consignment hubs, achieved immediate results with customers of 80% reduction of on-hand inventory, and improved supply responsiveness
- Pioneered and drove process improvement for customer upside request responses, reducing the throughput time by 75% - received divisional recognition award, and adopted by other business groups with the company

*Project Manager, Development Tools Engineering*

May 1991 – June 1994

- Project Manager for microprocessor development tools engineering, product development and introduction of new emulator products; ran engineering team meetings, tracked project progress, schedules and deliverables
- Facilitated several engineering development projects for emulator hardware, software tools and probes
- Identified design process flaws, implemented solutions, saving engineering time, and improving accuracy

*Customer Service Rep, Business Planner*

June 1986 – April 1991

- Customer Service Rep for Northern California, Asia-Pacific and internal regions, for computer board and system products, responsible for customer order inquiries and scheduling
- Recognized for ability to juggle additional workload; provided coverage for Eastern region for supervisor, received kudos from field, took on additional responsibilities as Marketing Product Administrator
- Reported monthly bookings, backlog and billings metrics to business management
- Developed improvement modifications for product requirements forecast / response to forecast information transmittal known for high quality and accuracy

## TECHNICAL SKILLS

- Proficient with MS Windows, MS Office (Word, Excel, PowerPoint) MS Project and Visio
- Enterprise Requirements Planning (ERP) systems (i.e. SAP)
- In-house developed enterprise management tools

## EDUCATION & TRAINING

**Pamplin School of Business, University of Portland, Portland, OR** 1986  
*Bachelor of Business Administration, Management and Marketing*

**Intel University, Hillsboro, OR**  
Continuing professional development courses completed 1986 - 2015

Communications Excellence	Situational Leadership
Structured Problem Solving	Leading for Extraordinary Results
Micro inequities Seminar	Exercising Influence
5 Dysfunctions of a Team (P. Lencioni)	Business Risk & Control, Continuity
Managing at Intel	Business Strategy Simulation
First Line Manager Goal Setting	Managing Through People
User Centered Design 101	Requirements Engineering
Principles of Program Management	CMMI Boot Camp
IT: Product Mgmt. Planning Process	Program Life Cycle (PLC)
Decision Making Using the RAPID Model	Stakeholder Management
Project Management Planning and Metrics	