



Implementation of Projects in Advanced Technologies (Cloud, FTTH, Seguridad, PBX) in Business Units | | Radio Access Network Specialist | | Certified in PMP, ITIL, Scrum Master y Six Sigma

Enrique Meza Bermúdez

PROFILE

Project Manager with over 25 years of experience in implementing Cloud, FTTH, Security, and PBX technologies. Specialized in corporate client management and process optimization. Provided leadership in coordinating multidisciplinary and multicultural teams, managed risks in global technology projects.

OBJECTIVE

Led strategic projects in technology companies as a Project Manager or Delivery Manager, drove operational optimization, revenue growth, and customer satisfaction. Supported by agile methodologies (Scrum, ITIL) and international certifications (PMP), ensured the effective implementation of Cloud, RF, FTTH, and Security technologies with a focus on efficiency and profitability.

WORK EXPERIENCE

2023 – 2025. **Delivery Manager.**



Responsibilities: Team member of the company's PMO, establishing best practices according to PMI methodologies, managing multiple projects focused on cloud, security, and FTTH services in various countries, recommending process changes to improve revenue, controlling scope changes to prevent deviations, analyzing risks in terms of probability and impact, and providing recommendations to mitigate potential issues.

Key Achievements: In 2024, we generated new sales (lead generation) in 80% of the deployments delivered, reduced deployment time from two months to two weeks for "out-of-the-box" solutions by implementing processes based on ITIL, PMP, and Scrum best practices, minimized budget deviations and rework by 99% by optimizing change control through Six Sigma improvements, and successfully managed 100% of deployments remotely for clients in the USA, UK, Australia, and New Zealand.

2020 – 2023. **Project Manager (PM) CloudBlue.**



Responsibilities: Managed of multiple projects focused on cloud and security services, implemented process changes to enhance revenue, controlled scope modifications to prevent deviations, assessed risks and proposed mitigations, monitored project schedules to ensure compliance with contract specifications and quality standards, and supervised the assigned budget to align with sponsor objectives.

Key achievements: In 2022, I archived a 20% cost reduction by optimizing internal resources and decreasing reliance on external suppliers, increased contract renewal rates by 30% due to improved management and customer satisfaction, and secured \$2M in new contracts by optimizing delivery processes and expanding the market in Brazil.

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EDUCATION

2018 MBA | Universidad Tecnológica de México.
2014 Computer Systems Engineering | Universidad Tecnológica de México.

SKILLS

Technology Project Management, Agile Methodologies, Process Optimization, Leadership and Coordination, Strategy and Budgeting, SME & AAA Customer Management.

EDUCATION

Spanish – Native
English – Fluent (C1)
Portuguese – Fluent

SOFTWARE

Confluence
MS-Office Suite
JIRA
Slack
SAP
Salesforce
Linux
MAC

COUNTRIES SERVED

On-Site:

United States
Brazil
Guatemala
Trinidad & Tobago
Jamaica

2019 – 2020. **Project Manager (PM) Avaya.**



Responsibilities: Managed of multiple projects focused on PBX telephony and cabling services, recommending process changes to enhance revenue, coordinating scope adjustments to keep projects on track, identifying risks and implementing prevention strategies, ensuring schedule compliance while maintaining quality in all final deliveries, and supervising budget utilization to align with sponsor objectives.

Key achievements: In 2020, we reduced delivery time by 15%, optimizing operational efficiency, improved customer satisfaction by nine points, achieving a rating above 95% based on post-project surveys, and shortened project delivery time by eight weeks for "out-of-the-box" solutions, ensuring adherence to timelines.

2018 – 2019. **Project Manager (PM) | Seguritech**



Responsibilities: Managed of multiple security and FTTH implementation projects for the Mexican government, participated in government bidding processes to secure new projects, lead the design and implementation of FTTH solutions with over 5,000 HP, coordinating design teams to optimize routes with class B lasers, oversaw the implementation team using pre-connectorized technology, recommended process improvements to increase company revenue, ensured adherence to project schedules and high-quality deliverables, and managed assigned budgets to prevent discrepancies with sponsor objectives.

Key achievements: secured three new government contracts at the state level, expanding FTTH coverage by 90%, implementing FTTH in over 5,000 HP to optimize coverage by 95%, and reduced implementation time by 20%, ensuring faster execution than the industry standard.

2015 – 2017. **Service Line Manager | Ericsson Inc.**



Responsibilities: Led a multicultural unit of 250 professionals with advanced technical skills in Solution Architecture, calculated and controlled the annual budget, planned projects and tracked execution, improved processes in all projects, and managed customer relationships with top executives, directors, and managers.

Key achievements: increased unit profitability by 40%, improved operational efficiency by 40%, implemented Core Multi-Country across five regions to ensure seamless interoperability, reduced network failures by 0.5% through optimized RF adjustments and KPI improvements, and managed on-site projects in Brazil, USA, Jamaica, Trinidad & Tobago, and Guatemala.

Other positions held:

2012 – 2015. Solution Architect (SA) Ericsson Inc.

2009 – 2012. Network Performance Manager (NPM) Ericsson Inc.

1999 – 2009. Ran Engineer (Consultor) Ericsson Inc.