DANIEL RODRIGUEZ

Senior Project Manager | Digital Transformation | Software Solutions

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January 22, 2026

Hiring Manager
RD Global
Fort Lauderdale, FL

Dear Hiring Manager,

I am writing to express my strong interest in the Project Manager position at RD Global. With extensive experience managing complex software projects across multiple industries and geographies, I am confident in my ability to contribute to your team's success in delivering innovative Web & Application Development, UX Design, RPA, and Cloud solutions.

Throughout my career, I have successfully led cross-functional teams in executing technology projects from business case development through implementation. As a Senior Digital Transformation Consultant and former Regional Manager for a Fortune 500 automation company, I have managed concurrent programs with budgets exceeding several million dollars while maintaining focus on customer experience, quality, cost, and schedule. My experience includes working with geographically dispersed teams across multiple countries, which has honed my ability to communicate effectively and drive results in remote collaboration environments.

My technical background in software development, combined with strong business acumen from my MBA, enables me to bridge the gap between technical teams and business stakeholders. I am proficient in both Waterfall and Agile methodologies, including Scrum and Kanban, and have extensive experience with project management tools such as MS Project, Trello, and Jira. I excel at product backlog tracking, sprint planning, estimation, and scheduling—skills that are essential for the fast-paced environment at RD Global.

I am particularly drawn to RD Global's focus on combining professional expertise with knowledge of the latest technology trends. My passion for leveraging technology to solve business problems, combined with my consultative approach to client relationships, aligns perfectly with your company's mission. I would welcome the opportunity to discuss how my experience can contribute to RD Global's continued success.

Thank you for considering my application. I look forward to the opportunity to speak with you.

Sincerely,

Daniel Rodriguez

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PROFESSIONAL SUMMARY

Results-driven Project Manager with extensive experience leading software development and technology implementation projects. Proven track record of managing multi-million dollar programs across diverse industries including technology distribution, logistics, real estate, and e-commerce. Expert in bridging technical teams with business stakeholders, with strong background in both Waterfall and Agile methodologies. Skilled at managing geographically dispersed teams and delivering complex solutions on time and within budget.

CORE COMPETENCIES

- Software Project Management & SDLC • Agile/Scrum/Kanban Methodologies • Product Backlog & Sprint Planning
- Cross-functional Team Leadership • Risk Management & Mitigation • Budget & Resource Management
- Business Case Development • Stakeholder Communication • Process Improvement & Automation
- Microsoft Office Suite (Excel, Project, PowerPoint) • CRM/ERP Implementation • Cloud Technologies (AWS, Azure)

PROFESSIONAL EXPERIENCE

Senior Digital Transformation Consultant & Technical Director
TecnoSoluciones LLC | USA, Colombia | 2002 – Present

Lead consulting engagements for digital transformation initiatives, managing end-to-end delivery of software solutions including CRM, e-commerce, ERP, and AI-powered platforms for over 1,000 SMB clients across Latin America.

- Manage multiple concurrent software implementation projects from business case development through deployment and post-implementation support
- Develop project plans, timelines, budgets, and resource allocation for complex multi-platform integrations
- Lead cross-functional teams including developers, designers, and business analysts across remote locations
- Create and present executive status reports, process maps, and technical documentation to stakeholders
- Implement Agile methodologies including sprint planning, backlog management, and iterative delivery cycles
- Design workflow automation solutions reducing manual processes and improving operational efficiency

Regional Manager – Global Manufacturing Solutions
Rockwell Automation | Venezuela, Colombia, Peru, Ecuador, USA | 5+ Years

Directed regional operations for multiple business units (Customer Support, Training, Engineering Services, Process, Software) across five countries, managing P&L; responsibility and leading teams of 70+ professionals.

- Managed portfolio of technology implementation projects with combined annual revenues of several million dollars
- Oversaw project execution from quotation/bid stage through successful signoff/closing for industrial automation projects
- Developed and implemented Projects Unit structure with Project Managers, Contract Administrators, and Technical Leaders
- Designed Contracts Administration System and Quality Standards for project delivery
- Created Quote-to-Cash Process Methodology improving project tracking and financial performance

Projects and Sales Manager – Industrial Automation Division
AEG Venezolana S.A. / CEGELEC ATA S.A. | Venezuela | 7 Years

Led project management and commercial operations for industrial automation division, coordinating technical teams and managing complex system integration projects.

- Managed full project lifecycle: detail engineering, procurement, manufacturing supervision, system programming, integration, FAT/SAT, commissioning
- Coordinated regional sales engineers and led cross-functional teams for technical and commercial bid proposals
- Founded Quality Improvement Team (QIT) driving continuous improvement initiatives
- Delivered projects on time, within budget, and according to customer specifications

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EARLIER EXPERIENCE

Electronic Design and Projects Engineer – Sigma Proyectos C.A.

Designed and developed hardware and software solutions for military and industrial projects, including expert systems design and microprocessor-based systems.

TECHNICAL SKILLS

Project Management: MS Project, Trello, Jira, Kanban boards, Agile/Scrum frameworks, PMI methodologies, Sprint planning, Backlog management

Software & Platforms: CRM systems (vTiger, SugarCRM), E-commerce (WooCommerce, Shopify), ERP (Dolibarr, WebERP), Marketing Automation (Mautic), eLearning (Moodle)

Technical Stack: PHP, JavaScript, MySQL, PostgreSQL, HTML5, CSS3, REST APIs, Linux server administration, Docker, Apache, Nginx

Cloud & Infrastructure: Amazon AWS (EC2, S3), Microsoft Azure, Google Cloud, cPanel/WHM, Server security and optimization

Productivity Tools: Microsoft Office Suite (Excel, Word, PowerPoint, Project), Google Workspace, Slack, MS Teams, Zoom

AI & Automation: N8N workflow automation, Flowise, ChatGPT, Claude AI, process automation, chatbot development

KEY PROJECT ACHIEVEMENTS

• **Technology Distribution CRM:** Led implementation of comprehensive CRM platform integrating with Microsoft Dynamics GP ERP, managing sales forecasting, inventory, customer service, and WhatsApp automation for wholesale technology distributor

• **Data Protection Compliance Platform:** Developed TecnoCompliance SaaS platform for GDPR, ISO 27701, and Latin American data protection regulations, serving multiple enterprise clients with multi-tenant architecture

• **Logistics Management System:** Designed and implemented end-to-end CRM solution for import/export logistics company, automating workflows from prospecting through shipping operations across China and Latin America

• **Real Estate Digital Transformation:** Delivered integrated platforms for construction and real estate companies including CRM, property portals, marketing automation, and eLearning systems

EDUCATION

Master of Business Administration (MBA) – Universidad Bicentenaria de Aragua

Bachelor of Science in Electronic Engineering – IUPFAN (Industrial Instrumentation and Control)

PROFESSIONAL DEVELOPMENT

• PMI Project Management Methodologies   • Agile & Scrum Practitioner   • Digital Marketing Strategies

• Cloud Computing Architecture   • CRM Implementation Best Practices   • AI and Automation Technologies

LANGUAGES

• English – Full Professional Proficiency   • Spanish – Native

PUBLICATIONS

Author of technical books including: *Linux Server Administration for Hosting and Web Development*, *VoIP Servers Administration*, *Engineering Project Leadership*