*Lana Beregszazi, M.B. A., P.M.P.®*

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Summary

Lana is a project management consultant and entrepreneur. Her industry experience includes international defense, insurance and financial management, municipalities, and global-scale consumer goods distribution.  
  
Project experience includes multi-party legal proceedings, systems engineering, enterprise level IT implementations and integrations, start-up management, business process formalization, change management, and software development. Lana is able to quickly adapt to new organizations and industries and understand the "big picture". She is also capable of understanding a wide variety of highly technical products and requirements.   
  
Strengths and skills:

- Program/Project management (PMI certified)

- Executive communications and business writing  
- Cost Accounting acumen   
- Systems Integration - COTS and Defense  
- Off-shore team management  
- Proposal efforts  
- Project schedule development and management  
- International Freight Logistics (controlled goods)  
- Public/Media relations

Career Progression

BCS Management, Inc. (bcs-management.com) May 2013 – present

***Founder, Project Management Consultant***

* Facilitates development of accurate project work estimates, timelines and reports.
* Creates comprehensive project plans to include project objectives, risks, and assumptions to execute a project from high level and within detailed project documentation.
* Builds relationships with project teams and stakeholders, facilitating effective teamwork and mitigating conflict.
* Conducts regular project status meetings, scrum sessions and requirements reviews with project teams.
* Manages third party solution providers and builds compliance to unified project standards and methodologies.
* Maintains active partnerships with multiple, industry leading and emerging solution providers to provide current recommendations for application to projects as appropriate. List of partnerships available upon request.
* Manages multiple client projects simultaneously across multiple locations, travels up to 100% as required by project.

***BCS Representative Projects***

* **Fort Wayne City Utilities; Fort Wayne, IN**: Management of legal petition response between multiple parties, multiple corporate attorneys and ghost writing for support parties.
* **Allen County Regional Water and Sewer District; Fort Wayne, IN**: Business process formalization and documentation, building of new business development strategy.
* **Brightstar Corporation; Miami, FL**: Project Management lead for Microsoft Dynamics AX ERP implementation.
* **Softbank Product Group; San Carlos, CA**: IT back-office setup, procedure documentation and IT team staffing
* **Brightstar Corporation; Miami, FL**: Cloud BI tool requirements development and MS AX ERP integration
* **Merrill Lynch; Lansing, MI:** Development of web-based data analysis platform for investment portfolio planning

Exelis Inc. Aug 2007 – May 2013

***Trade Show Manager***

* Accountable for management and reporting of project budget and department budgets. Management of vendor costs, contracts, delivery and payments.
* Development and effective presentation of tradeshow marketing strategy to business area leads and executive team.
* Effective written and verbal communication of planning and timeline status to superiors and project team.
* Composition of press releases for newswire and many trade publications. Facilitation of media interviews at trade shows.
* Management of a cross-functional team responsible for all internal company publications distributed to 20,000+ employees and online.
* Ghost writing for company president and other members of senior leadership.

***Program Manager Feb 2011 – Dec 2012***

* Facilitated cross-functional project teams to meet contract requirements; on time and under budget while maintaining US Government Defense quality standards.
* Coordinated the import and export of controlled products with global freight forwarders to international customers and ITT employees in remote global offices.
* Proficient in US import and export regulations, and US DSP-73, DSP-83, DSP-5, TAA, and CARNET licensing procedures pertinent to conducting international business.
* Successfully managed several program supported engineering projects, including product development and enhancement projects, product field demonstrations, warranty returns (RMAs), and equipment installations in various military vehicular platforms.
* Full P&L responsibility for business programs as assigned by country.
* Implemented a contract deliverables database a Six Sigma Green Belt project that reduced cost of errors by 23%.

***Associate Program Manager Aug 2007 – Feb 2011***

* Managed budget and timeline requirements for outsourced product qualification engineering teams.
* Authored process document for order and sales tracking that streamlined the sales reporting process, is still in use
* Maintained monthly production schedule and delivery schedule for U.S. Army SINCGARS contract valued at over $300 million.
* Reported monthly, annual, and three-year operations sales and order forecasts for all ITT Communication Systems Division U.S. Army sales.

Bankers Life and Casualty Company **Oct 2004 – May 2007**

***Sales Agent and Field Trainer***

* 100% commissioned sales of life and health insurance products: Medicare supplement, LTC, Whole and Term Life
* Registered agent of fixed annuity investment products.
* Proven B2C sales capability
* Trained new agents on insurance product literature, CRM software, and sales methodology.

Education and Professional Affiliations

* Indiana University – Master of Business Administration
* Purdue University – B.S. Organizational Leadership and Supervision – Minors in Communications and Psychology
* PMI – PMP Certification, Director of Marketing, Northeast Indiana Chapter