Donny Badamo

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PROFESSIONAL SUMMARY

Program Manager with 4+ years driving strategy and operations initiatives for enterprise technology programs at Microsoft. Proven ability to lead cross-functional teams, partner with Sales and Product Marketing on GTM execution, and optimize business operations through data-driven decision making. Track record of managing complex stakeholder environments, translating strategic objectives into executable plans, and delivering measurable business outcomes.

EXPERIENCE

Project Manager II October 2021 – June 2025
Microsoft New York, NY

Managed multiple large-scale projects simultaneously, leading cross-functional agile delivery teams to implement AI-powered workflow automation solutions and customer-facing applications for enterprise clients across retail, finance, and public sectors. Partnered with Sales and Product Marketing to design scalable enablement programs, align initiatives with go-to-market strategies, and accelerate client adoption.

Key Accomplishments:

- Applied MEDDPICC methodology while coordinating with Sales and Product Marketing to align project deliverables with go-to-market needs, **generating $26M in qualified pipeline** and ensuring consistent deal qualification standards.
- Launched a licensing application serving **7,000+ monthly active users** by engineering technical requirements and enterprise architecture flows/diagrams to guide scalable development.
- Directed **financial stewardship of an $8M engagement**, driving accuracy in budgeting, forecasting, and analysis.
- Reduced customer service **response times by 30%** by deploying 2 AI agents with Copilot Studio for enterprise workflows across retail, finance, and public sectors.
- **Led a 25-person, 5-country team**, partnering with Finance, Operations, and Sales teams to deliver a referral management system that cut time-to-referral by 2 days and **boosted case-worker productivity by 17%.**
- Directed onboarding pilots for new AI-powered tools, including an "AI Chess" tournament with **400+ LLM models,** creating scalable playbooks and guides that were adopted across sales, product, and compliance teams.

AI Solutions Program Manager June 2025 - Present
Velocity Advisors Remote

Led product strategy and development for an AI solutions portfolio, designing governance frameworks, workshops, and customer-facing applications. Built experimentation-driven learning and enablement systems that accelerated client ramp-up, standardized adoption, and fueled pipeline growth.

Key Accomplishments:

- Built and **launched AI Center of Excellence workshop curriculum**, creating structured activities and certification requirements that reduced time-to-competency and established consistent governance standards.
- Designed brand guidelines and templates using Figma and Canva, establishing visual consistency across deliverables while collaborating with design stakeholders to streamline creative workflows and template standardization.
- Built and launched AI readiness assessment tool for prospective clients through iterative user testing, enabling self-service evaluation that **generated 40+ qualified leads and informed product roadmap priorities**
- Engineered AI-powered knowledge management product serving as intelligent search solution for client engagements, achieving sub-5-second query response times and **83% user satisfaction** through iterative user feedback

Internet of Things Technical Business Manager May 2020 – September 2020
AT&T Atlanta, GA

EDUCATION and ACCREDITATIONS

Missouri University of Science and Technology || Bachelor of Science in Engineering Management 2021

Agile Certified Practitioner (PMI - ACP) || Project Management Institute 2024
Certified Associate Project Manager (CAPM) || Project Management Institute 2022

SKILLS

Strategic Planning	Business Operations	GTM Strategy & Execution	Program Management	Stakeholder Management
Cross-functional Leadership	Financial Planning & Analysis	Budget Management	KPI Tracking & Reporting
Process Optimization	Operational Excellence	Sales Methodologies (MEDDPICC)	Pipeline Management
Change Management	Risk Management	Requirements Gathering	Business Strategy	Data Analysis	Power BI	SQL
Executive Communication	Workshop Facilitation	Product Strategy	CRM	Confluence	Azure AI Foundry	Agile/Scrum