

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

Microsoft

October 2021 – June 2025

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

Velocity Advisors

June 2025 - Present

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

AT&T

May 2020 – September 2020

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 |