

# Kent Knabe

Practice Director at Velocity Technology Solutions

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## Experience

### **Practice Director at Velocity Technology Solutions**

March 2011 - Present (4 years 5 months)

### **Practice Dir - Services at Lawson Software**

February 2006 - April 2011 (5 years 3 months)

Most recently have been Practice Director Delivery for North America - Equipment, Service, Maintenance and Rental (ESMR) vertical. In this role I have had a team of 10 PM's and consultants working on various Heavy Equipment Dealer implementation projects. My role is to position the sales deals, manage the sales account transition and oversee the project to completion. Prior to current position I was in a similar role, however more regional focused covering the midwest region and various industries.

### **Sr. Practice Dir at Oracle**

2004 - 2006 (2 years)

Staff: Thirteen Project Managers and Program Managers, Budget: \$1+ million As Sr. Practice Director for Oracle I led the Portfolio mgmt group for the Life Science, Consumer and Healthcare Practice as part of the Strategic Accounts Group. During that time I had a team of 13 Project Managers, Project Directors and Senior Project Directors working on various projects.

### **Practice Director at PeopleSoft**

2003 - 2004 (1 year)

Staff: Six to Eight Project Managers and Program Managers, Budget: \$1+ million Provided bridge between two technology products and methodologies, led team capable of directing complex projects and implementing both technologies. Proven track record in spearheading complex technology projects.

Management role included P&L management, managing ERP implementation projects, directing EnterpriseOne and Enterprise Supply Chain Management Solution delivery projects throughout the Midwest, collaborating with Business Development Group to close business deals and accelerate revenue, cultivating relationships with key accounts, ensuring projects were reviewed to meet quality assurance metrics, teaming with project managers to capture client reference accounts, training staff on project management and methodologies, and driving high staff utilization levels.

### **Consulting Services Manager at J.D. Edwards**

1999 - 2003 (4 years)

Staff: Five Project Managers and two Industry Consultants Focused on business development issues to capture new projects, ignite revenue, and strengthen ties with the Software Sales Team that promoted the business unit's services to clients. Scope of activities included P&L management, leading a team, driving

group utilization to fuel revenue, selling value of direct services, managing new and existing accounts, partnering with the Software Sales Group to help close deals, and directing ERP implementation team.

### **Client Manager at JDEdwards**

1995 - 1999 (4 years)

Joined leading technology organization to project manage ERP full life cycle implementation projects. Managed cutting-edge technology projects and delivered success for complex projects; captured numerous client references for Software and Services Group. Significant activities included project P&L management, sales, project management, high-level client interactions, and ensuring revenue through high utilization of billable time. In project management role, collaborated with leading clients and implemented several successful full-scale ERP (OneWorld) projects. Many projects involved the metal fabrication industry and incorporated the full ERP suite

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### Skills & Expertise

**Enterprise Software**

**ERP**

**Software Implementation**

**Business Process**

**Start-ups**

**Movex**

**SOA**

**Project Management**

**Management**

**Business Intelligence**

**Leadership**

**Oracle**

**PMP**

**Supply Chain Management**

**JD Edwards**

**Program Management**

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### Education

**University of Missouri-Saint Louis**

MBA, Finance and Accounting, 1983 - 1985

**University of Missouri-Columbia**

BSIE, BS - Industrial Engineering, 1978 - 1982

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[Contact Kent on LinkedIn](#)