

# KEVIN R. SKIBA

## SENIOR PROJECT MANAGER

PL/US Citizen born in 1992

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## WHO AM I

Experienced Senior Project Manager leading internal tech transformation endeavors, focusing on back-office processes and rolling out Salesforce as a unified replacement for local EU legacy systems.

I offer my B2B services of leading Projects and Programs with use of industry standards and high quality. I am bilingual in English and Polish.

## EXPERIENCE

### Project Manager → Senior Project Manager

Dun and Bradstreet

October 2022 - Present

- Driving Agile delivery frameworks tailored to Epic-level requirements, ensuring alignment with global Project Management standards.
- Orchestrating multi-tier stakeholder engagement across all project lifecycles, from discovery to final delivery.
- Leading cross-functional teams and diverse stakeholder groups (10+ workstreams) in a high-pressure corporate environment.
- Spearheading end-to-end Salesforce roll-outs and continuous CRM optimization initiatives to drive business value.
- Directed the EU-wide standardization of DUNS Number formats across all corporate systems, ensuring data integrity and compliance.
- Primary lead for Program Reporting and Risk Management, providing strategic insights and mitigation plans to senior leadership.

### Managed Services Specialist / SDM

PolSource → EPAM

November 2020 - September 2022

- Lead within a Managed Services framework, orchestrating continuous Salesforce enhancements and maintenance for a diverse portfolio of EU-based corporate clients.
- Implementing robust reporting frameworks to identify and mitigate Revenue Leakage, significantly improving project margins and financial transparency.
- Governing DevOps lifecycles and release pipelines within Microsoft Azure, ensuring high system stability and seamless deployment of CRM updates.

### Directive PMO Risk Control Change

UBS

August 2018 - October 2020

- Hybrid Delivery Governance: Orchestrating end-to-end deliverables management by integrating Waterfall and Agile methodologies within Jira; ensuring alignment between long-term roadmap milestones and sprint-level execution.
- Strategic Stream Communication: Designing and executing a multi-level communication strategy; translating complex technical updates into actionable executive reporting for Steering Committees and global stakeholders.
- RAID Management Excellence: Maintaining a high-integrity RAID log (Risks, Actions, Issues, Dependencies) in Jira; proactively identifying bottlenecks and facilitating mitigation strategies with senior stakeholders to prevent project slippage.

## SKILLS

### Project Management

- Scope Management
- Stakeholder Management
- Time Management
- Risk Management
- Quality Management
- Communication Management
- Resource Management

### Reporting

- Velocity & Burndown transparency
- KPI, SLA and OLA overviews
- JIRA Project Progress reporting
- Daily Project Calls
- Program & Portfolio reporting
- AI Assisted dashboards

### Tools

- JIRA, AzureDevOps
- Microsoft365 + Copilot Agents
- GoogleSuite + Gemini Agents
- Salesforce CRM
- Workday ERP
- MS Project, Monday.com,

### Frameworks & Philosophy

- Agile
- SCRUM
- ITIL / CMDB
- Waterfall
- PMI
- Critical Thinking
- Root cause analysis
- Continuous Improvement / SDLC

## PROJECT FACTS

### Salesforce Roll Out

- Multinational Salesforce Roll-out (Poland, Hungary, Latvia, Estonia, Finland)
- Led a 3-year regional transformation, migrating 300+ users across 5 markets into a unified Salesforce environment.
- Streamlined end-to-end processes for Sales, Service, Delivery, and Invoicing.
- Successfully navigated 9 SteerCo-level escalations, ensuring project alignment and resolving critical business roadblocks.

### CRM Harmonization

- Automated the Sales Approval workflow across all EU markets, implementing a unified Order Form for 4 strategic product lines.
- Successfully decommissioned (sunsetting) the legacy CRM in Finland, migrating users to a global Salesforce standard.
- Results: Delivered a 40% reduction in Sales Rep administrative overhead for document generation and contributed to an estimated 5% growth in EU revenue through faster lead-to-order cycles.

## EDUCATION & CERTS

### Masters of Logistics

University of Lodz 2011-2016

### PRINCE2 Certification

Warsaw 2018

### Microsoft Excel Expert

Lodz 2018