

Fernando Abreu

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PMP CSPO CSM ITIL CMMI MBA



OBJECTIVES: TECH PM, DELIVERY EXCELLENCE, PRACTICE LEADERSHIP

25-year IT career with a decade at Microsoft leading Azure Cloud and AI platform delivery for Fortune 500 enterprises. Technical Project Manager rooted on a software engineering background, with deep expertise managing end-to-end delivery of on-prem to cloud implementations, data platform, analytics, and AI initiatives — spanning Azure AI, Copilot Studio, Dynamics, M365 and Power Platform. Proven ability to coordinate cross-functional teams of data engineers, cloud architects, analysts, and external vendors while translating complex technical programs into the clear executive outcomes as an expert in Agile, SAFe, and hybrid delivery methodologies.

KEY PROFESSIONAL SKILLS

Azure Cloud and AI, M365 and Dynamics Delivery: 10 years at Microsoft managing Azure Cloud modernization and AI implementation programs for Fortune 500 clients. End-to-end project lifecycle ownership: scope, schedule, budget, RAID Log, stakeholder communication, and delivery governance aligned to enterprise data architecture and security standards.

Cross-Functional Teams Leadership: Coordinates and orchestrates delivery teams across engineers, cloud architects, analytics leads, business analysts, and external vendors. Champions buy-in from collaborating organizations on solution approach, architecture decisions, and delivery plans. Full-cycle hands-on oversight from presales through production deployment, using Azure DevOps and ServiceNow as primary project and Agile tooling across Scrum, SAFe, and hybrid delivery models.

Stakeholder Management & Program Governance: Translates complex technical concepts into clear, actionable updates for executive and business stakeholders. Develops and manages project plans, milestones, dependencies, and budgets; proactively manages risks, issues, and change requests. Tracks OKRs, KPIs, and delivery health metrics in Monthly Business Reviews. Workflow leveraging AI Companion agents (Delivery, Pursuit, Sales) to drive portfolio-wide data-driven monitoring and accelerated issue resolution.

KEY ACTIVITIES & PROGRAMS

Azure Platform & Analytics Program Delivery: Plan and manage end-to-end delivery of Azure data platform, analytics, and AI initiatives — from roadmap and WBS through stakeholder sign-off and go-live.

Agile & Hybrid Delivery Execution: Drives delivery cadence across Scrum, SAFe, and hybrid models using Azure DevOps and ServiceNow. Manages sprint planning, backlog grooming, milestone tracking, dependency mapping, and velocity reporting for multi-track data engineering and analytics workstreams.

Risk, Governance & Automation: Proactively identifies and manages delivery risks, issues, and change requests against enterprise data architecture, governance, and security standards. Incorporates Agentic AI-based risk assessment and automation tooling to reduce manual overhead, surface patterns early, and accelerate resolution across program portfolios.

Pursuit Leadership & Go-to-Market: Intake, design, and approval of consulting solutions driving deal velocity through technical proposals, WBS, staffing plans, pricing models, Statements of Work, Work Orders, and Amendments. Manages P&L health, financial forecasting, and customer satisfaction metrics alongside sales and delivery executives.

KEY ACHIEVEMENTS

- ★ Azure Cloud and AI, M365 and Dynamics implementation programs for Fortune 500 clients at Microsoft Professional Services
- ★ Fluent in AI-driven solutions and agentification (Claude Code and Copilot Studio) for portfolio-wide monitoring and data-driven decision-making
- ★ Landed and championed multitude of Global Programs to enable software factory for nearshore and offshore, Agile adoption, CMMI implementation, Risk Management & Lessons Learned, Consulting Deal & Delivery Process Automation and IP harvesting, OKRs-KPIs telemetry, Project Health and Business Reviews.
- ★ Built a Modern Applications professional services practice from the ground up leading a group of 22 people at peak delivering services to U.S. Postal Service, Schlumberger and HangIT.

SKILLS

Practices

Agile / Scrum SAFe PMO Methodology
SDLC CMMI DevOps

Azure & Cloud

Azure Cloud Adoption Azure AI
Copilot Studio Claude Code Azure DevOps

Data & Analytics

Data Azure Data Lake Dataverse
Power BI Data Governance ServiceNow

JIRA

Leadership

Cross-Functional Orchestration
Stakeholder Management Change Management
Risk Management Quality Assurance

Business

Technical Presales Portfolio Management
Complex Deal Governance SOW Design

ANCHOR ACCOUNTS

AT&T AWS Chevron Coca-Cola
Constellation Disney Domino's
Electronic Arts ExxonMobil FedEx Ford
GM-Cruise Lumen Manpower NBA NFL
Nike Pepsico Press Ganey T-Mobile GAP
Verizon WarnerBros.

Microsoft · 10 years

July 2016 – Present

Technical Project Manager · Azure Cloud & AI Professional Services · Richmond, VA
 Led end-to-end technical project management of Azure data platform, analytics, and AI initiatives for Fortune 500 clients. Governed Azure Data Lake implementations, managed enterprise Tableau-to-Power BI analytics migrations, and delivered Azure AI and Copilot Studio programs from planning through go-live. Coordinated cross-functional teams of data engineers, cloud architects, analysts, and external vendors using Azure DevOps across Agile and SAFe delivery models. Managed project plans, milestones, risk registers, budgets, and stakeholder communications; tracked OKRs, KPIs, P&L health, and CSAT across a multi-million-dollar portfolio. Agentic AI companion agents (Delivery, Pursuit, Sales) for portfolio-wide monitoring and data-driven decision-making.

Dexian-Disys · 6 years

Nov 2010 – Jun 2016

Practice Manager, Application Development · Houston, TX → Washington D.C. Metro
 Head of delivery, technical sales prospecting, and oversight of all operations and projects under the Practice. Built a Modern Applications professional services practice from the ground up leading a group of 22 people at peak delivering services to U.S. Postal Service, Schlumberger and HangIT. Full lead-to-order and order-to-cash process ownership. Forecasting, strategic planning, contracts closure, sale profitability analysis, and market trend monitoring.

Meta Brasil · 8 years

Sep 2002 – Oct 2010

Dev Lead → IT Consultant → Technical Program Manager · Porto Alegre, Brazil
 Designed and enhanced IT consulting service offerings, project management and sales prospecting for software development projects, implementation of management methodologies, outsourcing operations, and counseling clients for optimized IT & Business integration via PMO.

Dinamize Web Systems · 4 years

Aug 2000 – Jul 2004

Full Stack Software Engineer · Porto Alegre, Brazil
 Where it all began. Built client-server and web-based applications using Delphi, Visual Basic, ASP.NET, and SQL Server. Developed foundational skills in database administration, UX/UI wireframing, and product engineering.

ACADEMIC BACKGROUND

Master's in Business Strategy
 Unisinos · Magna cum laude · 2011

B.S. Computer Science
 PUC-RS · Summa cum laude · 2007

Associate's in Software Engineering
 Escola Técnica Santo Inácio · 2002

- PMP**
Project Management Institute
- CSPO · CSM**
Scrum Alliance
- ITIL**
Exin
- CMMI SCAMPI A & B**
SEI Carnegie Mellon

LANGUAGES

English	Native
Portuguese	Native
French	Proficient
Spanish	Conversational

VOICES

"Fernando is one of the most knowledgeable and effective resources I have come across in my +20yrs at MSFT. Your approach and structured working style keeping Team on point for the multitude of tasks and approvals it takes is SUPER. VERY few can accomplish this."

Adam Ryncarz
 Ford/GM/Cruise Account Delivery Executive · Microsoft

"I have unwavering confidence in everything you do. I have witnessed your exponential growth over the years. You are intentional, focused, and do not shy away from challenges. I genuinely see you as a leader in your field."

Dawna Covey
 Enterprise ADL · Microsoft

"Fernando has a can do attitude. Even on areas outside of his remit, he has leaned in to support the team. Fernando is a joy to work with."

Melissa Hooper
 Sales Director · Microsoft

"Fernando and I are on the same page 99% of the time, which makes it really easy to work through issues when they arise. He is a very collaborative partner and is genuinely interested in coming up with acceptable solutions to very difficult challenges, often in extremely tight timelines."

Joe Newel
 Architect Manager · Microsoft

HOBBIES & INTERESTS

- "That One Picture" — amateur photography
- "Project Footprint" — 30+ countries visited
- Water Sports, Skiing, 10k Running, HIIT
- F1, Broadway, Major Leagues, World Travel
- "The Book of Alessia Faye" — Girl Dad
- Pet parent (Doce & Salgada)
- Reading — J. Grisham, M. Gladwell, W. Isaacson
- Passe Completo Rádio! & How I Built This
- Personal finances and real estate portfolio