

David Gressle

Tampa, FL | 813-863-1405 | david.gressle@gmail.com | linkedin.com/in/davegressle

Vice President of Program Management | Global PMO & IT Strategy Leader

Strategic technology and PMO executive with over 15 years of experience leading enterprise-wide program portfolios, building and scaling PMOs, and driving measurable business impact through governance, analytics, and change management. Proven ability to align technology investment with strategy, develop high-performing teams, and deliver predictable, high-quality results across SaaS, cloud, and digital transformation initiatives.

Professional Experience

Eastwall – Remote | Director, Consulting & Operations | Dec 2024 – Present

- Lead global PMO supporting AI and infrastructure modernization portfolios aligned to corporate OKRs.
- Implemented delivery governance and portfolio dashboards improving visibility, risk management, and profitability.
- Translate executive strategy into operational roadmaps, resource planning, and funding execution.
- Optimize utilization and delivery performance across multi-million-dollar programs through KPI-based analytics.

TTGW, LLC – Tampa, FL | Managing Director, PMO Leader (Contract) | May – Dec 2024

- Built and led a global PMO managing 50+ concurrent transformation programs across applications, finance, and IT.
- Introduced governance playbooks and intake-to-delivery processes, improving predictability and client satisfaction.
- Deployed scorecards and KPIs to evaluate delivery performance and ROI, aligning execution with strategic goals.

Nexthink, Inc. – Boston, MA | Senior Director, Professional Services, Americas | 2018 – 2024

- Scaled North American delivery operations from startup phase to a multi-million-dollar growth organization.
- Established enterprise PMO frameworks ensuring delivery quality, risk control, and profitability.

- Accelerated project timelines by 40% and reduced sales cycles by 50% through standardized methodologies.
- Partnered with Finance and GTM leaders to align budgets, staffing, and customer outcomes.
- Built the partner and channel delivery organization from the ground up to extend consulting operations reach and increased services revenue by 34% year over year.

Randstad Technologies – Atlanta, GA | Practice Director, ITSM / ServiceNow | 2017 – 2018

- Built ServiceNow practice to partner status within 90 days, achieving \$6M+ in first-year SaaS revenue.
- Implemented ITIL- and Agile-based delivery governance for consistent client outcomes and compliance.
- Enhanced contract renewals by 30% through measurable value realization and improved stakeholder reporting.

ServiceNow – Santa Clara, CA | Solution Development Manager | 2015 – 2017

- Delivered \$11M in platform revenue through partner enablement and strategic pre-sales support.
- Developed transformation KPI's and OKR's to govern ITSM and ITOM earned value tracking which lead to additional revenue opportunities through clear cost/benefit modeling.

EMC Corporation – Southborough, MA | Practice Principal, IT Transformation | 2013 – 2015

- Led modernization and automation programs improving collaboration and accelerating organizational change integration during Dell/EMC merger.

BMC Software – Houston, TX | Director, Professional Services | 2005 – 2013

- Directed delivery for Fortune 500 clients with multi-million-dollar P&L ownership.
- Earned eight President's Club awards for revenue growth, customer success, and delivery excellence.

Education

MBA – University of South Carolina

Executive Certificate, Program & Portfolio Management – University of Cincinnati

BS, Information Technology & Mathematics – University of Phoenix

Certifications

PMP | ITIL v4 Foundation | ITIL v2 Master / v3 Expert | AWS Certified Cloud Practitioner | Six Sigma Green Belt | ServiceNow System Administrator

Core Competencies

PMO Leadership | Program Governance | Portfolio Management | Change Management |
Resource Planning | Financial Forecasting | Stakeholder Engagement | Performance Analytics |
Agile & Phase-Gate Delivery | Strategy Execution | Team Development | Digital Transformation