James Woodard

Director

Phone Number +1 423- 578-4030
Email james.woodard9154@gmail.com
Address Houston, 77007
LinkedIn linkedin.com/in/james-woodard

Results-oriented director with 10+ years leading AI-driven business transformation across energy, industrials, and logistics—spanning global contract negotiation ($200M+), portfolio-scale IoT/AI/ML programs, and P&L-impacting operating model changes. Combines C-suite stakeholder management, SaaS/digital twins, and cloud platforms (Azure/AWS/GCP) to cut cost, raise asset returns, and accelerate decision velocity. Known for standing up enterprise roadmaps, governing multi-million-dollar initiatives, and building cross-functional teams that translate data into measurable value.

CORE COMPETENCIES

- C-Suite Stakeholder Management
- Leadership
- Product Management
- Digital Innovation Thought Leadership
- Business & Strategic Thinking
- Data & Statistical Analysis

- Strategic Planning
- Negotiation
- Program Management
- Management of Change (MOC)
- Financial Valuation & Analysis
- Road-Mapping & Execution

EXPERIENCE

Global Director, Business Transformation & Strategy
Kongsberg Digital, Houston, TX   *2022 - Present*

- Built/led enterprise IoT + AI/ML strategies for Fortune 100 clients, delivering 30–50% data-management cost reductions and 3–5% ROA lifts on average.
- Negotiated $200M in global transformation contracts; owned partner strategy with Microsoft and Databricks to co-create digital market offerings.
- Designed agentic AI decision models to speed operational choices and standardize value realization across portfolios.

Regional Manager, Product & Solutions (Americas)
Kongsberg Digital, Houston, TX

- Closed a $75M global contract to deploy digital twins and use-case solutions; overcame technical/budget constraints to raise efficiency.
- Stood up Azure-based AI/ML solutions delivering $8M first-year savings per asset; generated $60M in new sales opportunities across defense, petrochem, renewables, utilities, maritime, and discrete manufacturing.
- Directed 15 engineers/consultants to deliver cloud industrial apps ($5M revenue on $2M budget); led 40+ digital-twin deployments across Americas/EMEA, contributing to $200M asset value increase.

Regional Program Manager (Americas)
Vopak Americas, Houston, TX   *2018 - 2022*

- Created a digital best-practices network, improving operational efficiency and contributing to a 5% global revenue lift and 10% production-uptime gain within two years.
- Led ERP modernization using Lean Six Sigma analysis; delivered a $10M regional budget reduction across 50+ projects while enhancing cross-functional visibility.
- Conducted valuation and due diligence for $500M in asset acquisitions; advised on cloud-ERP adoption that supported 20% net-margin growth over the decade.
- Accelerated digital adoption and predictive-maintenance programs across terminals, increasing asset reliability by 12% and reducing unplanned downtime by 15%.

Regional Project Manager / Project Consultant
Shell Oil Company, Houston, TX   *2014 - 2018*

- Led Agile and Waterfall programs adding $250M in new assets to the global portfolio while reducing project delivery time by 20%.
- Implemented SAP-based hazard-analysis reviews across multiple sites, cutting financial risk exposure by $100M through improved data visibility and audit readiness.
- Partnered with government and port authorities to mitigate shipping delays, generating $25M in cost savings and a six-month schedule acceleration for major gas and renewables programs in the Middle East.

EDUCATION

Postgraduate Certificate in Artificial Intelligence & Machine Learning Applications
The University of Texas at Austin, TX   *2025*

MBA in AI/ML for Business Executives; Advanced Data Science & Analysis
The University of Texas at Austin, TX   *2023*

B.S. in Mechanical Engineering (Mechatronics)
Georgia Institute of Technology, GA   *2014*

TECHNICAL SKILLS

Microsoft Azure | AWS | Google Cloud | Python | SQL | C | Java | SAP | Oracle Cloud | Drones/Robotics/Edge Computing | Digital Implementation

CERTIFICATES

Lean Six Sigma | AI & Machine Learning Applications | Digital Transformation Leadership | Advanced Data Analytics

AFFILIATIONS & ADDITIONAL

ASME | IEEE | Microsoft Energy Partnerships | Databricks Partnerships | Texas Exes | CERAWeek & Industrial Connected Work (presentations) | US work-authorized (no restrictions)