

# Anthony Tetloff

Birmingham AL – 770.688.6797 – [actetloff@gmail.com](mailto:actetloff@gmail.com) [www.anthonytetloff.com](http://www.anthonytetloff.com)

## HIGHLIGHTS

- Certified Associate Project Management Professional with 15+ years of experience, 5 years leadership in organizations ranging from 5-1500 employees and \$250K - \$400MM in revenue.
- Directs cross-functional technical teams to implement large-scale service contract for Fortune 50 client across 1000+ locations, delivering installation and activation of advanced telecommunications infrastructure.
- Strategic planner that executed a comprehensive assessment and integration of technical systems for a Cloud Services Provider and 150 locations of a National Healthcare organization, streamlining IT infrastructure and eliminating redundancies to enhance operational efficiency.
- Independently designed a comprehensive project plan and timeline to onboard an Enterprise customer spanning 36 locations within 45 days, exceeding client expectations with high satisfaction.

## EXPERIENCE

### Project Manager 2

Momentum Telecom | Birmingham, AL

Feb 2023 – Present

*Momentum is a global cloud services provider with 550+ employees, \$325MM in revenue offering a comprehensive product suite including connectivity, cloud voice, and network solutions for small to enterprise businesses.*

- Manage a portfolio of 20-60 concurrent projects to improve connectivity for clients, while collaborating with technical teams and maintaining service excellence.
- Partnered with cross-functional teams, including software engineers using C++ and field engineers configuring VoIP phones with XML, to ensure seamless project delivery and resolve critical deployment issues.
- Collaborated with Teams engineers to deploy Microsoft Teams Operator Connect instances using PowerShell and Microsoft Azure, enhancing client connectivity.
- Drove successful delivery of 194 projects in FY 2024, maintaining key performance metrics and ranking #2 among 36 project managers in productivity.
- Mentor and provide technical guidance for Project Coordinators during their first six months of employment.
- Work with leadership to establish processes to enhance productivity, reduce risks, and ensure adherence to project schedules and projections.

### Technical Project Manager

Aligned Tek | Birmingham, AL

June 2021 - Feb 2023

*Aligned Tek is privately held 25 employee, \$2.5 MM revenue Cloud Services provider delivering hardware, software support, web hosting, and security solutions for small to medium-sized Medical and Dental Practices throughout AL and Central FL.*

- Analyzed business workflows and compliance requirements to uncover and mitigate operational and security vulnerabilities to advance privacy and security protocols that align with HIPAA mandates.
- Leveraged A+ and Network+ expertise to enhance IT system reliability and address network deficiencies, optimizing performance.
- Executed a Go-to-Market strategy, including phone and email scripts, growing the IT Consulting funnel from \$0 to \$225,000 in six months and generated \$131,000 in revenue.

## **Project Coordinator**

Digital Visibility Concepts / Agent 1099 | Remote, USA

Dec 2018 - June 2021

*Digital Visibility Concepts and Agent 1099 were two separate companies with the same ownership that focused on creating digital marketing campaigns for small businesses throughout the United States. The companies utilized SEO, Social Media, and Programmatic Advertising Campaigns to generate an average of \$100K in monthly revenue.*

- Maintained a high-volume client pipeline using Monday.com, optimizing project workflows and ensuring timely communication across stakeholders.
- Liaised with production teams to create digital marketing campaigns, generating \$25K in monthly recurring revenue by acquiring over 100 new clients.
- Fine-tuned project scopes for marketing deliverables, aligning stakeholder goals with measurable outcomes.

## **Facility Safety / Osha Risk management / Sales Specialist**

Facility Safety Management / OTI Communications | Birmingham, AL  
2020

Jan 2020 - Dec

*OTI Communications is a privately held 12-employee, \$500K revenue publisher of an editorial-based digital and print magazine for industrial manufacturers that emphasizes safety procedures, equipment, and regulations.*

- Proposed and finalized advertising contracts ranging from \$500 to \$5000, identifying and meeting external stakeholder requirements.
- Coordinated with internal teams to create and distribute promotional materials for print, digital, and email marketing campaigns.
- Improved market performance by leveraging strong customer service and communication skills, resulting in over \$150K in new revenue.

## **Technical Production Specialist**

Crimson Homes Magazine | Tuscaloosa, AL  
Dec 2018

Dec 2015 -

*Crimson Homes Magazine is a privately held Real Estate magazine with \$500K revenue that creates digital and print marketing materials for Real Estate Professionals. The primary market is Central AL.*

- Streamlined production workflows to improve efficiency, enabling the completion of high-quality digital and print marketing materials within 24-hour deadlines.
- Formulated advanced operational strategies to address scheduling and production deficiencies, increasing output from 2-3 to 3-5 properties per day, resulting in a revenue increase of over 30%.
- Finalized new agreements with key stakeholders, expanding the client base and generating \$75K in revenue in the first year of market expansion.

## **Medical Care Giver**

Personal Leave of Absence | Birmingham, AL  
2015

Nov 2013 - Dec

After my son was diagnosed with a life-threatening illness, Neuroblastoma, I devoted myself to his full-time care. This experience solidified my resilience and gave me an increased appreciation for the importance of personal interactions. After his passing, his memory provides a powerful reminder of the power of positivity and the importance of treating everyone with respect and kindness.

## **Project Coordinator**

Southern Industries | Birmingham, AL  
2013

Jan 2013 - Nov

*Southern Industries is a \$26MM revenue, 200-employee privately held provider of home improvement materials and services for minor and major interior/exterior projects.*

- Engaged with external stakeholders to define project specifications and requirements for residential construction projects, averaging \$5250 in value.
- Crafted customized Estimates and Statements of Work to align with clients' home improvement goals and budgetary constraints.
- Negotiated new client agreements, achieving an 85% acceptance rate for initial work orders and generating \$393,000 in revenue.

## **MSP Territory Manager**

Cbeyond | Atlanta, GA  
2012

March 2007 - March

*Cbeyond was the first local publicly traded VOIP provider in the U.S., spanning 10 cities with 1500+ employees and generating \$400MM in annual revenue. Cbeyond provided small business applications and cloud services, including phone systems, Microsoft Exchange, antivirus protection, web hosting, and mobile devices.*

- Led teams of 8-12 IT Consulting professionals in a defined territory throughout metro Atlanta, reporting to the VP/GM, and responsible for generating at least \$360K in total contract value per month.
- Deployed various instructional methods (books, social media, formal sales training) to enhance consultants' communication, negotiation, and interpersonal skills, resulting in over 25 team promotions.
- Achieved #2 National ranking among 60 Managers with 181 customer acquisitions in 2011, generating \$3.1M in total cloud services contract revenue.

## **EDUCATION**

B.A. Studio Art Concentration Photography Georgia State University  
A.S. General Studies Georgia Perimeter College

2000  
1998

## **CERTIFICATIONS**

- Certified Associate in Project Management (CAPM) – PMI
- Data Landscape of Generative AI for Project Managers – PMI
- Practical Application of Generative AI for Project Managers – PMI
- Talking to AI: Prompt Engineering for Project Managers – PMI
- Hybrid Project Management: Combining Agile and Predictive Methods – LinkedIn
- Agile Project Management – CGC
- Career Essentials in Project Management – Microsoft and LinkedIn
- Google Project Management Certificate – Coursera
- Foundations of Project Management – CGC
- Project Initiation: Starting a Successful Project – CGC
- Project Planning: Putting it All Together – CGC
- Project Execution: Running the Project – CGC