

PMI Mass Bay Candidate Election Statement

Candidate: Vidyaranya Manda
Running For: Director-at-Large



Statement of Purpose

I currently volunteer at PMI MassBay Chapter as the AVP Corporate Outreach specifically around Sponsorship & Partnership opportunities and in past volunteered as a Mentor on the mentoring program. On reading the 2021 Call for Nominations and noting the opportunity to further advance the mission of PMI Mass Bay by being a member of the Board of Directors, I got very interested to nominate myself for the Director-at-Large position.

My work experiences center in a Global Client-facing Success leadership role building pre-sales business development, post-sales services strategies to successfully grow the business, maximize technology solutions delivery value with high satisfaction & loyalty, optimize revenue recognition & protection by overseeing a portfolio of cross-industry (financial services, health-care, retail, public utilities, educational institutions) fortune 1000 global accounts.

I am acutely aware of quota carrying accountability, contracts bid-defense, cost/benefit return-of-investment analysis, develop and align metric driven engagement models absorbing corporate strategy and initiatives, people manager with experience managing managers and individual