DALTON COATES, PMP

Senior Project Manager | Enterprise ERP & Professional Services Leadership

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PROFESSIONAL PROFILE

PMP-certified Senior Project Manager with 10+ years of ERP consulting and professional-services experience in manufacturing and distribution. Lead complex enterprise implementations, post-go-live programs, cross-functional teams, delivery governance, and strategic client engagements. Experienced in bridging executive, operational, and technical stakeholders to deliver measurable outcomes.

SELECTED ACCOMPLISHMENTS

- $3.5M enterprise post-go-live ERP improvement program leadership, including scope estimation, delivery planning, and resource coordination.
- $3M, 18-month enterprise ERP rollout delivered on schedule and within scope.
- More than $2M in professional-services revenue managed in 2024.
- Eight-week minimum viable product delivery for a transportation management and ERP integration.

PROFESSIONAL EXPERIENCE

NET AT WORK | Senior Project Manager | Jan 2025–Present

- Lead a $3.5M Agile ERP optimization program and manage a portfolio of five client engagements across manufacturing and distribution.
- Direct cross-functional consultants, architects, and developers; manage resource capacity, backlog priorities, project burn, scope, and escalations.
- Facilitate requirements, process design, integration planning, testing, and executive stakeholder communication; mentor project managers.

NET AT WORK | Project Manager | Sep 2021–Dec 2024

- Led a complex $3M enterprise Sage X3 rollout over 18 months, delivered on schedule and within scope.
- Managed more than $2M in professional-services revenue in 2024; coordinated vendors, business stakeholders, and technical teams.
- Developed testing documentation, executive KPI reporting, and standardized project guidance.

DISTRIBUTION ONE | Professional Services Team Leader | Mar–Sep 2021

- Led a four-person ERP consulting team and a portfolio supporting approximately 15–25 implementations annually.
- Oversaw scheduling, time budgets, data integrity, client communications, and consulting delivery.

DISTRIBUTION ONE | Technical Business Analyst | Jan 2019–Mar 2021

- Managed 20+ overlapping ERP implementations and advised distribution and manufacturing clients on process design and data conversion.

DISTRIBUTION ONE | Implementation Specialist | Jan 2016–Dec 2018

- Delivered ERP configuration, training, data conversion, and go-live for wholesale, distribution, and manufacturing clients.

CERTIFICATION & EDUCATION

Project Management Professional (PMP) — Project Management Institute, July 2023

Oklahoma State University — B.S. International Business, Minor in Marketing, 2013

CAPABILITIES & TECHNOLOGY

ERP implementation • Professional services delivery • Financial and resource governance • Stakeholder management • Agile delivery • UAT • Risk management • Manufacturing and distribution • Sage X3 • ERP-One+ • MercuryGate • Jira • Smartsheet • MS Project