

OFFERING AN EXCELLENT TRACK RECORD OF KEY CONTRIBUTIONS, RESULTS, AND SUCCESSES

Highly qualified, resourceful management professional with success in improving team capabilities, meeting objectives, developing and executing strategic plans. Strong communicator, advocate, and relationship developer. Proven leader who successfully manages change and builds winning teams that provide results in complex and high valued environments.

Security Clearance: Top Secret SCI cleared with SBI • Veteran Status: Retired

- **Extended years of experience** in Management and Supervisory positions within national and global locations, earning multiple awards for leadership and performance.
 - **Expertise** in training, mentoring, motivating, and leading cross-functional teams to meet and exceed operational goals; strong program development and implementation background.
 - **Commercial background** in the areas of Program and Acquisition Management, and Business Development.
 - Recognized as a **senior level subject matter expert** on rapid acquisition and technology transition management.
- **Program Management**
 - **Staff Development & Empowerment**
 - **Budget Planning & Administration**
 - **Operational Efficiency Improvement**
 - **Community Relationship Building**
 - **Personnel Mentoring/Coaching**
 - **Organizational Teamwork**

PROFESSIONAL BACKGROUND

Employer Name – Fairfax, VA

2009-Present

Various Positions Held:

VICE PRESIDENT in Business Development

- Providing the full area of business development, advices and services targeting all Department services, linked independent agencies and industry partners
- Performed business process development from market research and long term positioning to new opportunity plan development by budget forecasting and building the right team in order to optimize proposal preparation and submission, and program transition.
- Identified, developed, and pursued business for a Small Business partnership in all areas of research and development, advanced technology in related areas, and full lifecycle logistics and sustainability of special equipment.
- Provided Task Order management for over X different Task Order Contacts.
- Over saw the growth and expansion of a small X person company with an annual revenue of approximately \$XXXX in 2007 to a company with currently over XXX employees and an annual revenue of \$XXM

PROGRAM MANAGER in Manufacturing and Technology & Technology Transition Programs

- Acted as a Contractor Program Manager to the related programs. Provided oversight to overall program technical support, coordinated program reviews, and represented the organization in the Strategic Planning Working Group, Manufacturing Working Group, Outreach Working Group, and other North American Organization.
- Provided technical analysis of projects; business planning; budget and resource analysis; compilation and evaluation of technical accomplishments; generation of responses to related governmental agencies.
- Documented results of over \$XXM of Program funding investments and created testimonials to special governmental agencies.
- Addressed transition issues such as Advance Concept Technology Demonstrations production, manufacturing indicators in Technology & Engineering Manufacturing Levels, and responsiveness to emergency needs.
- Managed the process for integrating the program with Manufacturing Science and Technology and success story documentation across the programs and the Office of Technology Transition within the established regulations.
- Technically contributed to and supported the management of the program transfer being involved the review, sorting, and cataloging of all intellectual property documents into an electronic data base.

Employer Name – Fairfax, VA | 2009-Present
[continued]

DIRECTOR in Technology Transition

- Provided full-spectrum of services specializing in assisting Commercial clients by matching their products, technologies, and capabilities with potential customer's in order to meet specific needs and requirements.
- Delegated offsite to oversee the capability demonstration of a Communication capability for special personnel.
- Provided detailed experience in international specific needs sales and instituted corporate pathway for implementing rapidly developing technologies into existing programs of record.
- Assisted industry clients in solving their toughest problems concerning strategic through tactical operations, information technology development, satisfaction of the organization long-term requirements, product demonstration, and transition to program of records.
- Provide assistance in the delivery of high quality products and services in five major product areas, including Information Technology, Requirements Development, Program Management, Technology / Program Transition, and Test & Evaluation.

U.S. Army – Ft. Belvoir, VA

2005-2008

PROJECT MANAGER

- Provided special trainings with immediately employable solutions to enhance their ability to find, fix, and engage external influence/factors.
- Provided Direct Support acquisition oversight to the special program offices, and General Support acquisition oversight to satisfying immediate special requirements.
- Directly supervised the expenditure and accountability of over \$X.X+ Billion provided to the linked departments.
- Provided direct supervision of over XX personnel supporting these organizations.
- Worked with all major departmental stakeholders, developed and implemented a technology transition process for identified linked departments capabilities deemed worthy of transitioning to programs of record

EARLY EXPERIENCE

US Army – Ft Belvoir, VA | DIRECTOR

2004-2005

US Army – Southwest Asia | PRODUCT MANAGER AND DEPUTY DIRECTOR
for the Assistant Secretary

2001-2003

US Army – Washington, DC | SOFTWARE AND COMMUNICATION ARCHITECTURE OFFICER

1999-2001

Name Agency – Alexandria, VA | DEPUTY PROGRAM MANAGER
Management and Accountability Information Systems

1996-1999

EDUCATIONAL BACKGROUND & CREDENTIALS

CERTIFICATION

Name Acquisition Workforce Improvement Act Certification
Level III in **Program Management** • Level II in **Information Technology** • **Science and Technology**

TRAINING

Management Process for Business Executives – Arlington, VA
Lean Six Sigma Yellow Belt – Name University, Ft Belvoir, VA

ACADEMIC QUALIFICATION

US ARMY NAME COLLEGE – Carlisle PA | **Masters of Strategic Studies**
NAME MANAGEMENT COLLEGE – Ft Belvoir VA | **Advanced Program Manager Course**
NAME STATE UNIVERSITY – Bowie MD | **Master of Information Systems**
NAME COLLEGE OF SOUTH CAROLINA, COLLEGE IN NAME – Charleston, SC | **Bachelor of Arts in History**