

Executive Expertise: Professional services Leader with record of achievement and success delivering multiple million-dollar IT solutions simultaneously; Intuitive, interactive customer manager; solution strategist; process developer; consultative salesperson; win-win-negotiator; writer of contract-winning proposals; consummate networker. Expert at managing program and project life cycle, performance, personnel, and finances; exceptional mentor and coach. Adept at building and shaping client strategies and solutions: scoping, framing, and costing enabling solutions across multiple competencies.



Education: The Citadel, Charleston, SC.
B.S. in Business Administration

Clearance: Active Top Secret

Experience:

TopRope Advisors | San Antonio TX

2021 - Present

Consultant

- Developed comprehensive Business Plans: assessed business goals, identified target market based on demand; developed 3- and 5-year financial plans: developed revenue generation and accessing funding sources; developed marketing and sales plans that articulate near-, mid-, and long-term revenue generation.
- Developed and presented winning, complex business solution strategies for process owners; amassing teams of complementary skills to solve complex business problems; and writing winning, detailed proposals from requests of private and public organizations.

Tetra Tech (Federal IT) | San Antonio TX

2007 - 2021

Operations, Programs, Business Development, and Sales

- Responsible for developing and executing plans for \$32M/yr P&L.
- Led and managed team of 200+ staff supporting DISA Chairman of Joint Chiefs, Army Special Operations, Air Force Cyber and Intel Operations, Army Surgeon General at disparate locations nationwide (VA/DC, PA, TX, AL, FL, NC).
- Won \$312M new and recompetete contracts with new and existing clients (2011-present).
- Won Alliant 2 unrestricted GWAC; AF NETCENTS-2 NetOps (AF NC-2 NOSB) small business and Army IMCS III small business MAC/IDIQs.
- Alliant 2 and CIO-SP3 unrestricted NC-2 NOSB Program Manager: find and secure large and small business partners, market existing and new customers, corporate advocate for 36 operating units world-wide, train and equip operations on proposal response.
- Responsible for developing and executing pipeline and revenue goals.
- Developed from scratch GWAC/MAC/IDIQ PMO infrastructure and rules of engagement.
- Architected Kanban capture delivery model, increasing capture efficiency by 60%.

ODIN Technologies | Herndon, VA

2006 - 2007

Department of Defense (DoD) Practice Leader

- Won \$3M new contracts.
- Responsible for implementation of DLA enterprise IT solution for Government's most complicated supply chain: overcame 40% increase-in-scope in 30% decrease-in-time, delivered project on time and under budget.

- Planned and executed deployment of enterprise IT solution at 71 world-wide locations in less than 130 days.
- Lead effort to analyze, design, build, install, test, and certify customized technology solution for USMC Marine Logistics Group.
- Conducted business process reviews, analysis, and design of legacy and future state enterprise solutions; crafted functional and technical network architectures.
- Responsible for benchmark analysis of IT hardware, middle/edgware, and software.

BearingPoint Inc. | McLean, VA

1997 - 2006

Manager, DoD and Civilian Healthcare

- Won \$20M new and recompute contracts.
- Lead DoD Military Health System (MHS) Enterprise Architecture (EA) Governance and Strategy project: detailed study and analysis; responsible for communication, collaboration, consensus, and awareness efforts.
- Lead IT solution analysis, design, implementation, and management of document imaging project across Dept of Veteran Affairs (VA) and DoD entities.
- Consultant to VA CIO for enterprise benefit claims processing redesign: managed software life cycle, implementation, conversion, training, and deployment.
- Facilitated strategy sessions, enterprise reviews, and developed plans for integrating 4 geographic-disparate systems development centers.
- CMMI Implementation Lead.
- Lead deployment of National Archives COTS package implementation.
- Year 2000 PMO Support for White House and Dept of Veterans Affairs.

Robbins-Gioia, Inc. | Alexandria, VA

1996 - 1997

Program Analyst

- Provided management support for over 75 multi-year funded IT projects, with a total budget exceeding \$35 million.
- Drafted and implemented yearly Performance Plan and Information Resource Management (IRM) Plans. Outlined the strategic direction for effectively managing information resources and identifying scoring criterion needed for IRM support; mapped and tracked organizational metrics and initiatives to higher headquarters' objectives.
- Streamlined organization's IT life cycle model to reflect current processes and possible changes to the system.

U.S. Air Force | Various Locations

1990 - 1996

Airlift Operations Officer

- Formulated and implemented policies for management of the worldwide airlift, logistics, and communications support of the Pres. and Vice-Pres. of the United States, Heads of State, and high-ranking dignitaries.
- Hand-picked for Operation Restore Hope deployment: Identified mission requirements: networked liaison functions between US, foreign government, and in-country companies.
- Drafted and implemented organization Tactical Plan that evaluated target and actual goals for reporting mission reliability, personnel education, and proficiency.
- Assessed organization team concept identifying weaknesses, offering solutions to increase performance standards, as well as resolve information gaps and scheduling instabilities.