

Top-producing **Business Development and Capture Executive**, with Federal, Civilian, Fed Health, and DoD sector experience, who navigates complex technology environments with ever-changing requirements to solve complex business problems and deliver sustainable value to clients. A multidimensional and agile leader adept at pivoting quickly around new challenges to improve performance and ensure desired outcomes. Leads complex team in deploying large-scale systems integration, application development, high-performance computing, deployment of new technologies, and cloud services. Skilled in developing and closing business across multiple Federal sectors. Blends deep Federal contract knowledge, strategic insight, and business savvy with resourcefulness, focus, and exceptional relationship building up, down, and across complex organizational structures to deliver results.

- **Accelerating Business Growth** – As Vice President, built a competitive pipeline using business intelligence tools, expanding the pipeline from several million dollars to \$1.2B in 18 months, and capturing \$350M in new contract submissions and awards.
- **Operational Excellence** – Improved data flow and accuracy of federal business opportunity pipeline. Cultivated leads to align with client requirements, advancing opportunities into a bid phase for federal awards, elevating pipeline confidence by 45%, and prioritizing needs for additional resources.
- **Federal Capture Management** – Led up to seven capture managers, assigning opportunities and balancing workloads with timelines for a large portfolio of contracts. Personally managed portfolio of opportunities. Over 10 years as a leader and individual contributor achieved a 70% capture rate.
- **Negotiating Multimillion-Dollar Contracts** – Negotiated highly complex multiparty, multicontractor profitable deals from \$30M to \$500M+ across federal sectors, including health, civilian, and the Department of Defense.
- **Team Building and Mentoring** – Recruited high-performing business development and capture professionals including client-facing teams delivering contractual work, and internal teams solving business challenges. Initiated mentoring program, leading to many mentees being promoted over their careers.
- **Project Management** – Turned around and recovered 13+ large at-risk client contracts with a total value of \$350M+ enabling the project teams to meet contract requirements and clients' expectations.

A Portfolio of Technical and Leadership Skills for Business Development Success

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|-----------------------|----------------------|--------------------------|------------------------|
| ▪ Cybersecurity | ▪ Networks | ▪ Market Assessment | ▪ Forecasting |
| ▪ Data Center | ▪ ITSM | ▪ RFPs | ▪ Portfolio Management |
| ▪ Cloud Modernization | ▪ Bid Messaging | ▪ Opportunity Validation | ▪ Win Plans |
| ▪ Agile Software | ▪ Strategic Roadmaps | ▪ Gate Process | |

Solving Complex Business Problems and Inspiring Teams to Deliver Business Value

INDUSTRY CONSULTANT, 2021 – Present

Launched and run this consulting capability based on deep industry and technical knowledge to support business development and pipeline growth for companies across the federal sector. Provide business strategy/capture/proposal support around federal contract opportunities, including pre-RFP strategy and planning, and pursuit from validation, qualification, and bid decision to proposal delivery. Create financial viability of bids, win plans, win themes, and solution discriminators, increasing win odds and supporting M&A evaluations and due diligence for possible acquisitions across business entities.

Client engagement highlights include...

- Conducted market assessments and crafted go-to-market strategies for DoD contractors, health services providers, and small but growing virtual hypervisor company.
- Supported multimillion-dollar capture opportunities for prior employer around cyber risk management with DoD Air Force Reserve.

Akima, LLC

VICE PRESIDENT, BUSINESS DEVELOPMENT AND CAPTURE, 2019 –2021

Recruited as a member of the senior executive team based on prior success in qualifying and winning highly competitive multimillion-dollar awards. Tasked to expand client base and grow awards for innovative technologies of company's Alaskan

Native Corporation (ANC), a \$1.6B business unit. Managing group accounting for 60% of the company's revenue, delivered expertise in IT including cybersecurity, data center, cloud modernization, agile software, networks, and ITSM, along with industry relationships. Provided strategic direction, built and delivered competitive pipeline, won new business, and recruited and led the team. Managed capture resources on opportunities to qualify and increase PWIN. Drove opportunity qualifications through gate process. Applied BI to support information for bids and teaming decisions. Injected discipline into award pursuit and capture process.

- Grew pipeline from \$300M to \$1.2B of DoD, Fed Civ, Fed Health opportunities.
- Captured \$350M in federal contract submission and awards.
- Increased win rate from ~10% to 35%.
- Recruited and developed a team of five high-performing business development and capture resources.

IBM Corporation – Federal Division

SENIOR DIRECTOR SALES AND CAPTURE, 2008 – 2019

Hand-selected by senior leadership based on prior success selling and delivering solutions and technologies to solve complex business problems for multiple clients. As both individual contributor and team leader, tasked to build pipeline and manage business development and capture of federal opportunities ranging from \$100M to \$1B+. With heavy operational focus, led large, multifunctional, cross-brand teams developing and closing among IBM's highest-profile, leading-edge deals. Delivered financial, business, industry, and consultative skills to COOs, CTOs, CFOs, Chief Supply Chain Officers, and their management teams. Collaborated across IBM and OEM brands to define approaches and strategies for consulting, hardware, and software-based offerings. Drove opportunity validation, qualification, bid decision, and proposal delivery, including financial viability of bids, win plans, win themes, and solution discriminators for proposals.

- Won \$5B+ in total contract value and IDIQ Ceilings.
- Accelerated integration of recently acquired cloud services company into IBM and led one of the first sales to a government agency (FAA).
- Achieved 80% win rate on recompetes contracts.
- Won 100% Sales Club nine of 11 years.
- Managed capture resources, each having a sales target, and achieved 75% of their goals each year.

SERVICE AREA LEADER, GLOBAL BUSINESS SERVICES, 2002 – 2007

Promoted to lead a \$200M public sector service line organization of 200+ skilled practitioners supporting diverse client engagements. With full profit and loss and four direct report managers, recruited talent, provided personnel evaluations, and fostered career growth and development across teams. Developed relationships at the client executive level to generate additional work by identifying clients' key business challenges. Focusing on mainframe solutions for social services agencies, built financial plans, forecasts, and provided analysis for each of seven contracts in the portfolio. Monitored programs to ensure on-time and on-budget achievement. Prepared and presented new business proposals.

- Expanded client contracts and developed new business, achieving and/or exceeding BU revenue, sales, and profit and growth targets by as much as 20%.
- Secured commitments on projects valued in the tens of millions of dollars based on ROI and customer outcomes.
- Identified adjacent and new market sectors, in one case penetrating a new department, generating seven figures in billing.

SENIOR PROGRAM MANAGER, 1990 – 2001

Served as program executive for a diverse team of IBM and subcontractors. Oversaw program and capture management across state and local government market areas for large-scale systems integration programs ranging from \$10M to \$200M+. Oversaw business and technical solution teams.

Education and Certifications

MBA, University of Maryland
BS, Business, University of Maryland
Project Management Professional, Project Management Institute

IBM Awards and Recognition

100% Sales Club nine of 11 years
Multiple Delivery Excellence Awards
Multiple Systems Engineering Symposium Awards
General Manager Territory Award
IBM Golden Circle – Best of IBM
