

## **Richard A Valentine, PMP, MBA**

ra\_valentine57@yahoo.com

443-561-5890

### **CAREER SUMMARY**

A top-performing senior Business Development and Capture Executive with Federal Civilian, FedHealth, and DOD Sectors. Experience with leading complex teams, large-scale systems integration, application development, high-performance computing, deployment of new technologies, and cloud services. Skilled professional and accountable for growth by developing and closing new business across multiple sectors in the Federal marketplace.

### **CAREER PROFILE**

#### **Independent Consultant**

**December 2021**

##### **Business Strategy / Capture / Proposal Support**

- Support for Pre-RFP strategy and planning, enabling businesses to determine opportunity pursuit strategies.
- Provide capture management for opportunities, capture disciplines from opportunity validation, qualification, bid decision to proposal delivery. Including the creation of financial viability of bids, Win Plans, Win Themes, and Solution Discriminators increasing win odds
- Proposal support including book boss for volumes, color reviews, compliance validations, bid messaging and more.
- Support M&A evaluations and due diligence actions for possible acquisitions across various business types.

#### **Akima, LLC.**

##### **Vice President, Business Development & Capture**

**November 2019 – December 2021**

- Responsible for supporting business development by growing the pipeline with BD and capture teams for DOD, FedCiv, and Fed Health accounts to drive qualified opportunities into capture.
- Managing capture resources and performing capture on multiple opportunities to further qualify and position to increase PWIN. Currently supporting a 1.6-billion-dollar competitive business for the largest group within Akima's Alaskan Native Corporation (ANC) structure delivering sixty percent of the annual sales and revenue to the company.
- Developing strategies for opportunity pursuits while building teams and working across multiple organizations and companies, taking accountability for leading and winning.
- Driving business awards based on past performance experience with IT Services across multiple disciplines, including Cybersecurity, Datacenter, Cloud Modernization, Agile Software, Networks, and ITSM.
- Using business intelligence to support information for bid and teaming decisions improves opportunity win odds. Leverage relationships across the industry for large and small businesses on teaming strategy.
- Managing all opportunity qualifications through the gate process and following as appropriate all phases and requirements presenting to senior executives qualifying deals.

**IBM Corporation  
Federal Division**

**Senior Director Sales and Capture**

Jan 2008 – 2019

- Demonstrated success with clients selling and delivering solutions and technologies for multiple industries to solve complex business problems. Collaboration across IBM and OEM brands to define approaches and strategies for consulting, hardware, and software-based offerings.
- Developed qualified pipeline opportunities and managed capture teams for opportunities ranging in revenue of \$200 Million to \$1 Billion+. Over the past 11 years, over \$5 Billion in total contract value and IDIQ Ceilings were awarded through my efforts.
- Responsible for deal and capture disciplines from opportunity validation, qualification, bid decision, and proposal delivery. Including the creation of financial viability of bids, Win Plans, Win Themes, and Solution Discriminators for proposals.
- Responsible for demonstrating financial, business, industry insights, and consultative selling skills applied to opportunities across multiple clients.
- Lead large multi-functional cross-brand teams to develop and close complex, leading-edge opportunities by planning and leading negotiations with all customer management levels, including senior executive management.
- Presenting solutions and approaches to C-Level management clients, Chief Procurement Officers, Chief Financial Officers, Chief Supply Chain Officers, Chief Operating Officers, and their management teams.
- Anticipate, recognize, and address very complex problems relating to the business development discipline, client opportunities, business unit measurements, and business development metrics.

**Service Area Leader, Global Business Services**

Jan 2002 – Dec 2007

- Service line management leadership for over 200 skilled practitioners supporting client engagements. This included profit and loss, hiring, evaluations, and overall personnel career growth across the team.
- Responsible for expanding current client contracts and develop new business opportunities to achieve business unit revenue, sales, and profit financials.
- Develop relationships at the client senior executive level for offerings and solutions to build a strong pipeline.
- Prepare and present business expansion, achieving a commitment for projects to move forward based on return on investment and customer outcomes.
- Provide oversight for successful on-time and on-budget completion of all assigned programs by being involved at a level to ensure goals are achieved.
- Identify adjacent and new market sectors for business expansion, including entry planning and execution.
- Budget creation, monitoring, and managing for the business unit.

## **Senior Program Manager**

June 1989 – Dec 2001

- Responsible for program and capture management activities. Included State and Local Government market areas for large-scale systems integration programs. Program focus areas consist of enterprise-wide initiatives, large scale data center and application development projects ranging from \$10 million to \$200 million and above.
- Supported troubled programs to bring the project back in line with the client expectations and financial achievement of the corporation. Oversaw business and technical solution teams for assigned programs and captures.
- Performed as a Program Executive for a diverse team of IBM and sub-contractors in the execution of program goals and objectives to meet client expectations.
- Managed budgets, P&L, Risks & Opportunities for large systems integration contracts, and developed management plans for assigned efforts.
- Identified/qualified new opportunities for inclusion into the business area's long-range plan.

### **EDUCATION & CERTIFICATIONS**

MBA, University of Maryland  
Bachelor of Science, Business, University of Maryland  
Project Management Institute – Project Management Professional  
Certified IBM Delivery Program Executive

### **AWARDS AND RECOGNITION**

100% Sales Club for 8 of the past 11 years  
Multiple Delivery Excellence Awards  
Multiple Systems Engineering Symposium Awards  
IBM Global Services, General Manager Territory Award  
IBM Golden Circle – Best of IBM