**Education**: Troy State University, Master of Science in Management

U. S. Naval Academy, Bachelor of Science in Engineering and International Security Affairs

**Summary:**

* A versatile, hands-on Business Development Principle, with over 30 years’ experience in the Intelligence Community in senior leadership and management positions.
* Proven producer;
  + Business Development Lead for a $1.6B win in 2013.
  + A key member of a team responsible for a portfolio of $650M in annual orders/sales, over 60% win rate.
* Retired 0-6 with 30 years in the U.S. Navy Active (8 years) and Reserve (22 years) components.
* Excellent Communication Skills, both oral and written.

**Experience: Lockheed Martin 1984 - 2014**

**Information Systems & Global Solutions/Defense & Intelligence/ Analysis and Mission Solutions:** **2005 – 2014**

**Business Development Principle**

Responsible for New Business initiatives in support of the IS&GS-National/Analysis & Mission Solutions Line of Business producing over $650M in orders of IT and mission critical related services to key National Intelligence Customers.

* Successfully developed New Business strategies for over $1B in potential orders for 2013-2014.
* Exceeded all management set goals in 2013.
* Provided Strategic and Tactical direction on Intelligence Community captures in the US and UK contributing to an overall 60% win rate.
* Provided strong Business Development guidance for various successful campaigns in the US and UK Intelligence markets ranging from IT, Software development, Biometrics in the Intelligence Community, and Services.
* Demonstrated success in creating winning teams across industry partners, Large and Small.

**Technology Services: 2000 – 2005**

**Business Development Principle**

Reported directly to the Vice President of Business Development, responsible for all new business initiatives within the Intelligence Community supporting satellite, ground systems and facility operations and maintenance.

* Led the strategic planning efforts addressing multiple customers.
* Key interface to the Intelligence Community customers at their Headquarters and Site locations.
* Successfully led the strategy and capture phases of several campaigns, exceeding new business initial orders goals performance by more than 25%.
* Successfully implemented a strategy to influence the U.S. Government to modify its acquisition requirements to allow teaming with a U.K. company (first of a kind), in a bid for a major U.S. government contract to be performed in the U.K., resulting in a successful win over a long-term incumbent.
* Effectively influenced General Officers and Staff Personnel within the Intelligence Community and the Air Force to evaluate the use of public private partnerships to bring private capital to meet OCONUS site O&M funding shortfalls.
* Successfully gained support from the Senate Select Subcommittee on Intelligence and contributed to the FY04 budget language requiring an evaluation of the public private partnership concept.

# Integrated and Systems Solutions: 1984 – 2000

# Chief Systems Engineer

* Chief System Engineer for an 80 FTE System Engineering and Integration program, responsible for the development of the system requirements and implementation roadmap for an integrated space and ground architecture in support of a complex national satellite program.
* Resident at customer site, interacting on a daily basis with the customer, to ensure program personnel were cognizant of the tasking and priorities to meet the mission requirements.

**System Engineer Manager**

* Led a 40+ member SE organization responsible for System CONOP and interface definition, issue and risk management, and program schedule development, for a complex national satellite system.
* Developed a process for work planning and resource management within the organization.
* Successful at maintaining a highly motivated staff in a very competitive program environment.
* Highly successful in developing a staffing process which has allowed the program to meet the needs of the customer on a timely basis with the appropriate skilled personnel.
* Communications Team Lead responsible for requirements and architecture specification, interface definition and integration, identification and execution of appropriate performance analysis, and the development of the verification aspects of the program.
* Capture Manager: With only three weeks from a surprise RFP release to proposal delivery, successfully pulled together a cohesive, discriminating team within the first week, and then led the multi-contractor team to develop and deliver a quality proposal in the remaining two weeks to the customer, and winning the $80M five year SE&I contract, unseating a five-year incumbent.

**Senior Staff System Engineer**

* Responsible for the interface definition of major system level interfaces crossing multiple government and contractor segments for a major national satellite program.
* Led the System PDR, including data package generation, presentation generation and all logistics and administrative needs.
  + Coordinated across multiple locations in Washington, Denver, and Valley Forge.
  + System PDR was declared an outstanding success by the customer and was the basis for a 98% award fee.
* Lead responsible for the definition of over 20 system level interfaces.
* Supervised 20 interface engineers in the successful development of the interfaces, as well as the coordination with the integration and test personnel for the development of the verification of the interfaces.
* Direct liaison to senior customer personnel for the system requirements development of system level specs.

**Senior Systems Engineer**

* Assigned to the advanced programs staff providing technical support to senior customer management for long-term development activities involving enhancement, improvement or addition of a capability to ongoing operational programs in support of national satellite operations.
* Actively participated in advanced systems development, special projects, analytical and programmatic studies, system level planning and integration.
* Chaired the advanced programs working group responsible for identifying operability and maintainability requirements and shortfalls early in the development cycle for ground systems in support of satellite operations.

**United States Navy: 1975-2005**

**Captain (O-6) Retired**

* 30 year active and reserve career as a Naval Aviator with increasing levels of responsibility in the Aviation, Space, Science and Technology, and Reconnaissance Communities
* Navy Space Reserve Program: Commanding Officer, Naval Space Command Reserve Units
* Navy Reserve Science and Technology Program: Commanding Officer, Office of Naval Research Headquarters units supporting C4ISR and International S&T requirements
* Qualified Electronic Aircraft Commander and Patrol Plane Commander
* Commercial Pilot’s license: Multi-engine; Instrument rated
* 3000+ Pilot Hours