**“Direct, Strategic, Confident, Natural Organization Builder and Leader”.**  James Dattilo

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Jacksonville, Florida 32224

**OBJECTIVE**

Seeking an Executive Business Development, VP of Business Development position to provide strong performance with a strategy for the business that aligns with the company’s vision and goals.

**PROFESSIONAL EXPERIENCE**

**Sales Executive / Business Development Principle / PAR Government Systems Corporation / Apr 2017 - Present**

Managing strategic business development, marketing and acquisition level strategies for PAR in the early stages of capture. Interfacing with large system manufacture integrators and small business partners for strategic opportunity pursuits. Working closely with Capture Managers to determine the best partners for opportunities, utilizing my extensive network of industry and government contacts to secure optimum teaming arrangements ensuring highest probability of win. Formulated strong value propositions to help shape and deliver on a strategy that focuses on customer success and give results in favorable workshare percentages for PAR. Achieved adjacent growth for PAR through detailed assessment and relationship management at GEOINT conference. Succeeded in securing meetings with high-profile government customers despite prior unsuccessful organizational attempts.

**Senior Vice President / NEXTGEN Driver Training / December 2015 – January 2017**

Introduced Marketed and Sold a Brand-new concept into the CDL market place: Mobile Simulation CDL assessment driver training from Michigan down through Naples Florida. I completely opened the market for NEXTGEN and was totally responsible for all events, demonstrations, all business accounts, contracts, final design and language of all brochures and flyers. (Sales, Marketing, Conventions, etc..). Marketed and sold the idea that simulation training can help you improve profitability and performance, lower costs, enhance customer satisfaction, improve good driver retention and reduce risk. Their better trained drivers have fewer accidents and less down time which translates to lower costs improved bottom line. Contracted and trained more than a 1000 CDL Drivers in one year. Some of the Businesses Included Publix, Costco, Ryder, FL.DOT. (Capt. Bryant Gays team, Highway Patrol), Raven Trucking, Keystone Foods, Grimes Trucking, KeHE Trucking, Plantation Propane, Ocala Municipality, Collier Schools Naples, City of Lakeland, City of Orlando (Police and Fireman), Blossman Propane SC, Valencia College Orlando, Orange County Government, America Truckers Walpole, Sunbelt rentals, Harris Teeter, Dick Gore RV World, Florida State College, CSX, Wounded Warrior rehab facilities, VA Hospitals Rehab facilities, Florida Hospital Rehab facilities, Centurion, Mondelez, South Carolina Propane Gas Assoc., etc… Many of my suggestions / improvements of NextGen; from price, training packages; designing them, more practical vehicles software, more demonstrations and many days of traveling for face to face meetings to convince them we were a viable solution for their pain points… A complete success!!

**Vice President of Sales & Business Development / Gem Consulting, LLC. / Feb 2015-Present**

Sales, marketing, business development as well as senior leadership roles involving P&L responsibilities, reducing capital expenditures, driving efficiencies, marketing improvements, IT strategies, coordination of customer demos, traveling domestically and internationally, to meet with potential and existing customers. Polished communicator and leader who can develop and execute complex business strategies; manage government RFP proposals; organize and manage people and teams; assess impact of technology and systems; and win new business. Also, program management and business operations for numerous clients including, Publix, Ryder, Costco, private industry and nonprofit organizations. An excellent communicator with integrity, drive, focused, commitment. Provide strategic solutions for customers, using best practices, increasing their profitability and builds a robust, trusting relationship. Develops strategic direction and implements through strong managerial ability, improves both top and bottom line financials by prioritizing business development efforts, increases customer base and broadens portfolio through strong account management, delivers improved performance by implementing metrics and accountability.

**Vice President of Business Development / AKIMA / September 2012 to Feb 2015.** Promoted from Nakuuruq, A division of AKIMA under NANA Regional Corporation. *Akima, LLC is a holding company that supports 28 diverse 8a companies of Federal and Commercial service providers. Headquartered in Herndon, Virginia. Accomplishments include:*

* Leading ongoing business expansion strategies with 9 of the Akima 8a companies, developing direct teaming efforts to achieve viable and visionary solutions to complex challenges. Over 200 direct hires under me, 9 divisions.
* Developed credibility and strong relationships within many areas in the Department of Defense creating a large network of relevant contacts.
* Developed strategies for future market changes and assessed the likely impact on customers to identify growth opportunities and trends in domestic and international markets.
* Worked on IT strategies- Cyber, Help Desk, Software Development; Modeling and Simulation, Training, New Construction & Renovation projects: Including design, interior tenant work, remodeling, retrofits, additions, structural modifications, client relocations, wireless installations, data centers and secure facilities, including project management.
* Maintained close relationships with senior leaders of all customers. Coordinated and conducted Capture, review teams, provided support in the development of the Technical, Management, and Cost Volumes.
* Managed activities of the sales teams creating a teamwork environment in pursuit of our business objectives. Working directly with the President of AKIMA to implement and oversee annual budgeting requirements including department budgets and develop appropriate internal metrics to gauge operational and financial performance.

During this time the following contracts were awarded as a result of my business development / capture efforts.

* OASIS IDIQ: which is projected to total $20 billion in value
* JIDA SETA TO1 $33M /5-yrs (Truestone)
* FBI Science & Information Technology Branch (STB) IDIQ $500M / 5-yrs (Truestone)
* FBI Science & Technology Applications Section (STAS) $50M / 6-yrs (Truestone)
* DIA Help Desk Services $4M / 5-yrs (Truestone)
* DHS ICATTS (classified) IDIQ 5-yr (Truestone)
* Total Army School System (TASS) Training Center ($14M) Camp Parks, Calif.

**Senior Director of Business Development / Nakuuruq (8 a) / September 2012 to March 2014. W**hich is 1 of 28 AKIMA Companies, was recognized and promoted to AKIMAResponsibilities included building world class IT, training and simulation methodologies, prototype fabrication, and business operations support processes. Performed opportunity sourcing, capture, business development, building a qualified pipeline, participated in proposal writing, Black Hats and Color Review Teams. In pursuing new business development opportunities. Contracts were awarded as a result of my business development / capture efforts.:

* From the Navy Prototype Fabrication and Structural Shops, Naval Surface Warfare Center, Panama City a 3yr, $6.5M
* From the Business Operations Support Services, Naval Surface Warfare Center, Panama City awarded a 5.5Yr, $45M
* Awarded by the Army Test Center: APG: a 3yr $16M contract for Welding, Machining, and Painting support services, Aberdeen Proving Grounds, MD.
* The USAF C-5 Galaxy Maintenance and Aircrew Training Systems (MATS), awarded a contract for Aviation Crew and Maintenance Training, USAF Lifecycle Management Center for 5yrs, $48M
* Naval Education and Training Command, NETC: Pensacola, FL Navy Prime small business contractor on the $20.9 billion Training Systems Acquisition III (TSA III)
* Seaport E contract; this ten-year multiple award, Indefinite Delivery/Indefinite Quantity (IDIQ) contract.

**Vice President of Sales & Marketing / J.B. Consultants, Inc. / January 2003- September 2012.** *First Class Management Consulting Firm specializing in Strategic Planning, Organizational Assessment, Leadership & Employee Development and HR Transformation.*

* Played key role in founding a startup company, developed marketing strategy, and managed staff training that resulted in revenue increase from $0 to $17M.
* Managed team of 300 Sales Professionals in 3 States.
* Established and implemented cold-calling initiatives, increasing market share while maintaining loyal customer base.
* SAVT ($17M), MSAT ($14M) and Business Operations Award at Pax River, MD ($21M)
* Received numerous Top Director and Sales Awards.

**Senior Sales Director /American Income Life / November 1999- January 2003.** *American Income Life Insurance Company is striving to become the premier in-home life insurance sales* *company serving working families in the United States, Canada, New Zealand.*

* Handpicked to lead 100 sales staff and opened 3 new sales offices for a $50M global insurance company.
* Developed and implemented corporate sales program resulting in 300% increase in revenue.
* Handpicked to turnaround declining markets resulting in sales increase from $500K to $3M.
* Managed multi-million-dollar budget while effectively containing costs.
* Received numerous Top Director, Top Case-Rate Awards. Rank 2nd to 6th worldwide.

**Radiation Therapist / WH / June 1995 – October 1999.** *At WH Cancer Center, our Radiation Oncology Program offers patients a comprehensive array of radiation therapy treatments for pediatric and adult cancers. Performed by experienced, board-certified radiation therapist with our state-of-the-art treatments.* Worked with Oncologists designing plans and treating Cancer patients, responsible for positioning the patient and adjusting the machines to ensure proper treatments and dosage. Also, maintain equipment and follow all safety regulations.

*Earlier: Driver and Area Sales Supervisor at Federal Express and UPS. Set up 200 new accounts and implemented innovative marketing and sales strategies, growing revenue 250% in my area. Won FedEx’s highest sales award. Also, Machinist Tool & Die plastic injection molding (Proctor Silex), Textiles – Milliken (Cloth) & J P Stevens (Carpet).*

**Awards**

• 3 Pinnacle awards in 3 years. (AKIMA)

• Top of the Table – Million Dollar Round Table: Monthly production goals by country. (AIL)

• Bronze and Gold Eagle - Agencies between 100 and 350 employees that achieve the highest sales for the year.

• Centurion: Top Monthly Producer for 12 consecutive months. (NYL)

• 2nd to the 6th out of 6,000 agents worldwide for four consecutive years. (AIL)

**EDUCATION /MEMBERSHIPS**

Florida College of Health Sciences **•** Orlando, Florida **•** Radiation Therapy Science Degree **•** 4.0 GPA with Honor.

Shipley trained. Prior Secret Clearance (July 2015) Clearable.