Executive Profile

Results-oriented professional with comprehensive Market/ Business Development, Solutions Architecture and Program Management expertise. As an Information Technology (IT) solutions professional with a distinguished record in Enterprise Architecture, Segmented Architecture, Solutions Architecture, requirements development and delivery of innovative IT capabilities. Has demonstrated leadership, expertise and vision applied in all phases of program lifecycles, starting in early stages of opportunity evaluation/development and extending though capture, execution, deployment and sustainment. Areas of proven competency include:

**Market Development**

* Opportunity identification
* Pipeline Management
* Proposal Development
* Strategic positioning
* Strategic Relationships
* Proposal/capture execution

**Architecture**

* Enterprise Decomposition
* Capabilities Segmentation
* Information Management
* DoDAF Architecture Views
* Blueprinting/Roadmaps
* CONOPS/Mission Integration

**Program Management**

* Client Management
* Requirements Development
* IT Service Management (ITSM)
* Program Planning
* Scope Development
* Schedule Planning/Development

Select Achievements

* Through a targeted market development methodology, developed a viable, market centric business capability - Business Value Realization (BVR) – Business Process Re-engineering (BPR) Reimagined, for HumanTouch, LLC (HT). Through the development, employment, execution and marketing of this capability, increased HT’s market position from $2.0 million in funded work to ~$9 million in direct funded backlog over the course of one year (+400% growth). This capability has become the genesis of HT’s market growth strategy for the Marine Corps.
* Provided Systems Engineering and programmatic direction/leadership to the Total Force Information Systems (TIFTS) Program Office in development of DoDAF 2.0 Architecture products for the development, deployment and sustainment of Radio Frequency Identification (RFID) infrastructure. Directed the technical efforts to establish enterprise wide Systems Engineering and change management process for 105+ legacy information systems.
* Provided Systems Engineering and program management/leadership in the development of a Fleet Management Vehicle Health Information System for BAE’s Family of Medium Tactical Vehicles (FMTV). This was an internal IRAD effort with $10M of funding and 22 FTE’s reporting to the program office across two locations. Led the opportunity identification, business case development/modeling, architecture, CONOPS and proof of concept development/deployment. Developed and managed the IMS and produced/reported EVM metrics.
* Design, development and deployment effort for the Third Echelon Test System (TETS) which is a general purpose automatic test system used to support electronic test and repair for the Marine Corps. Had over all program management responsibility to include development of EVM metrics for the successful execution of a $96M FFP development/production effort. Designed and developed digital simulations for testing digital circuits.

Professional Experience

**HumanTouch, LLC,** McLean, VA | Market Lead – Program Manager | 9/2013 – Current

Market Lead – Marine Corps: Develop, identify, track, and close on Marine Corps market opportunities. Increased market position from $2M to ~$12M and expanded market pipeline from $5M to ~$40M This includes pipeline management; solutions architecture/diversification; Strategic Market Analysis (Business Case – gate briefs); strategic partner identification (NDA’s and Teaming Agreements); and client relationship management. Responsibility includes Market Profit and Loss, market penetration and resource recruitment.

Program Manager, M&RA IT Execution Roadmap: Manage client interface, profit and loss, solutions approach and resources. IT Execution Roadmap included an in-depth analysis of all Human Resource Development Program (HRDP) for the Marine Corps. Included development of DoDAF views (OV-5a); documentation of business processes using BPMN 2.0; and the rationalization/strategic alignment of 120+ disparate Information Technology (IT) resources to critical mission capabilities. Firm Fixed Price (FFP) direct award $2.0 million contract.

**QinetiQ North America,** Stafford, VA | PM & Systems Engineer Lead | 9/2009 – 9/2013

Program Manager, TFITS Support: Manage all customer interface, finances, technical approach and personnel in support of the TFITS program office. Task includes the development of DoD 5000 Acquisition and Systems Engineering artifacts; resource loaded integrated master schedules; and programmatic Standard Operating Procedures (SOPs). Contract Type is FFP with Profit and Loss (PL) responsibilities and Business Development responsibilities.

Lead Systems Engineer: Provided technical programmatic and acquisition support to the Autonomic Logistics Program Office. Specific Task included: Development of POM 12 and POM 13 budget information, Integrated Master Schedules (IMS) and Work Breakdown Structure (WBS), Technology Development Strategy (TDS), Systems Engineering Plan (SEP), Acquisition Strategy, Acquisition Program Baseline (APB), Source Selection Criteria, Requirements Traceability Matrices (RTM), and Statement of Works (SOW).

**BAE Systems,** Nashua, NH | Program Manager | 2/2007 – 9/2009

Program Manager, Mission Capability Support Integration: Manage the design and development of a Fleet Vehicle Health Monitoring capability. Effort was an internal IRAD valued at $10M. Responsible included the development of DoDAF architecture; CONOPS/mission integration development; task planning (WBS) and resourcing; IMS development; EVM metrics development and reporting; and future customer marketing/opportunity evaluation to include the Army and Marine Corps Systems Commands.

**ManTech International,** Chantilly, VA | Director, PM & SW Engineer | 3/1998 – 1/2007

Executive Director, Test Group Defense Systems Division: General Manager with profit and loss responsibility for the Test Group within Defense Systems Group. Contract types included FFP, Indefinite Delivery Indefinite Quantity (IDIQ), and Time and Material (T&M) with annual revenue of $26M. Market responsibility to include Profit and Loss.

Program Manager, Test Group Defense Systems Division: Managed Test Program Set (TPS) development efforts with included defining test requirements, task analysis, development of Program Plans, IMS development, resource allocation, risk/issues identification/mitigation and implementation/capture of EVM controls and metrics. Contract Types were FFP and CPFF with Profit and Loss (PL) responsibilities. Contract value ranged $1M to $3M in value.

Software Engineer, Test Group Defense Systems Division: Developed end user applications and system software using Visual Basic, C++, Java, Digital Simulations and ATLAS for the Marine Corps Third Echelon Test System (TETs).

**DoD Civil Service,** Albany, GA | Computer/Test Programmer, Engineering Technician | 8/1992 – 3/1998

Computer Programmer, IRMD, MCB, MCLB: Lead the development of the architecture for a data warehouse environment which allowed the integration of legacy logistics database systems and information systems from disparate platforms (i.e. UNIX, Microsoft) into a common data view.

Electronic Test Programmer (Software Development), ATSU, MCB, MCLB: Performed as the Government Technical Representative for software development activities during the development of the TETs system software. Software developed was used to simulate digital circuits for fault analysis.

Engineering Technician, ATSU, MCB, MCLB: Documented Technical Data Packages for the fabrication of electronic interface devices. Developed artwork used to fabricate Printed Circuit Boards.

Military **-** Active Duty, United States Marine Corps | 10/1986 – 3/1992 | Honorably Discharged

Education - American Public University System**,** Charleston, WV | B.S., Information Technology Management, April 2010

Darton College,Albany, GA | A.A.S., Electronic Technology, April 1993

Albany Technical College,Albany, GA | Electronic Technology Diploma, April 1992

Professional Development

Defense Acquisition University (DAU) | ACQ101 | SYS101 | CLB007 | CLB016 | ACQ201A | IRM101 | 9/2009 – 9/2013

Armed Forces Communications &Electronic Association (AFCEA) | DoD Architecture Framework 2.0 Implementation 10/2010

BAE University) | Program/Project Management Leadership Course 10/2008

Clearance - Secret | Active | Current As of 9/2014