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**EXPERIENCE SUMMARY:**

* Senior Sales and Marketing experience using Strategic Selling and Challenger Sales methodologies
* Led Sales and Marketing campaigns for new product launch using Automated CRM tools
* Managed $10M-$20M Sales pipelines for Large Scale, Enterprise-wide Digital Transformation including Enterprise Business Systems, M&S, AI/ML, Cyber, RPA, SaaS Platforms, Cloud and Agile/DevSecOps
* This includes pursuit of RDER, DIU/CSO, NIH, AFWERX, SOFWERX and other BAA/OTA opportunities for emerging technologies including AI Battle Labs, ICTS and AI Data & Analytics Platforms
* Led $10M Advanced Technology Demonstration Programs and B&P budgets up to $500K
* Led Sales teams including VAR partners, Consultants and Client Sales personnel to launch new Digital Engineering Software Solutions for DoD/IC and Federal Clients including Salesforce/Pardot campaigns

**EDUCATION:**

Masters- Business Administration, Rensselaer at Hartford, Hartford, CT

BS – Mechanical Engineering, Carnegie-Mellon University, Pittsburgh, PA

**SALES/BUSINESS DEVELOPMENT HIGHLIGHTS (Major Pursuits):**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Company | Agency/Prime | Program Name or Description | Dollar Value | Role/Responsibilities |
| BD Consultant | Multiple | Navy HME OT Cyber Support; Air Force Program Support Services; DHS, DoC | $5M-$10M | Account Management |
| BD Consultant | DASA-DES | Army Modern Software Development | $5M-$10M | BD/Capture Support |
| BD Consultant | AFMC | Digital Materiel Management | $5M-$10M | BD/Capture Support |
| DSA | ASN/RD&A | Naval Digital Integration Support Cell | $10M+ | Capture Mgr/Proposal Writer |
| DSA | Army/DoD/IC | Digital Transformation Professional Services | $25M-$75M | BD/Account Management |
| Accenture | FDA | Enterprise IT Support Services | $25+ | Volume Lead |
| Accenture | DLA | Enterprise Facility Modernization Services | $50M+ | Volume Lead |
| Accenture | AFMC/LCMC | Enterprise-Wide DEAMS ERP Support Services | $200M+ | Proposal Support/Orals |
| Deneb | NAVSEA | LPD-17 Digital Prototypes | $5M+ | Capture Manager/ Develop Proposal Sections with SMEs |
| Deneb | DARPA/GD | Ship Information Infrastructure Program | $1M+ | Account Management |
| Deneb | DARPA/GD | Simulation Based Design Program | $1M+ | Account Management |

# TECHNICAL SKILLS:

***Certification/Training:***

* AWS Partner Foundation Training: Summer 2022
* Accenture Learning Modules for Executives: Data Science, Cyber, Cloud, AI/ML, Agile/DevOps: 2020/21
* Shipley “Managing Federal Proposals” Certification: July 2016
* Challenger Sales Training: June 2018

***Marketing/Project/Mfg Software Experience***

SharePoint, Privia, Microsoft Dynamics, SalesForce/Pardot, ACT!, O365, MS Project***,*** Oracle ERP, Deltek IQ/GovWin, NextStage CRM, Adobe Acrobat Pro

**EMPLOYMENT HISTORY:**

**Senior Sales and Marketing Consultant, Ashburn, VA (Dec 2022-Present)**

* Pursue BD relationships with Acrete.AI, Heavy.AI, Transvoyant, Netrise, Manifest Cyber and other leading AI Data & Analytics Platforms for Supply Chain Intelligence and OT Cyber for ICS/IIoT/Edge Devices
* Current collaboration with Defense Logistics Innovation Forum working with DoD SES/Flag Officers and 1300+ Senior Innovation leaders including COCOMs and Government Agencies
* Develop White Papers for emerging AI Data & Analytics Platforms to develop qualified leads and opportunities
* Currently pursuing DIU/CSO, SOFWERX, Air Force Digital Materiel Management and Army Modern Software Development Opportunities including Agile SDLC, CI/CD Pipelines and Knowledge Maps for Disparate MBSE tools and processes
* Key programs include NGA Maven SCRM; DoC ICTS Supply Chain Intelligence; DHS SCRM; ARPA-H Cyber

**Data Systems Analysts, Fairfax, VA (June 2021- Dec 2022)**

*Business Development Director/Capture Manager*

* Led BD and Capture for targeted Army and Navy Opportunities
* Led Shipley BD process for identify, pursue and bid Gate reviews with Senior team
* Led capture for $15M Naval Digital Integration Support Cell for Project Overmatch and Unmanned Systems
* Developed $20M Sales Pipeline across Army, Navy and IC prospects
* Closed $7M in Business, Engineering and IT Professional Services Sales
* Collaboration with AVEVA PI CIP Situational Awareness/Predictive Analytics/OT Cyber Federal Team to pursue Army COE and Navy CIP Opportunities
* Pursued Air Force Life Cycle Management Command OT Cyber Opportunity for Depot NC Machining Centers

**Accenture Federal Services, Arlington, VA (Nov 2019-June 2021)**

*Proposal Development Manager/Proposal Writer*

* Volume Lead for Large Scale, Enterprise-wide Digital Transformation Proposals for Federal/DoD Clients
* Focus areas include Agile, DevSecOps, RPA, Cloud, ERP, Cyber, Strategy and AI/ML for DLA, FDA, VA, Navy and Air Force clients
* This included Strategic opportunities for Air Force and VA Enterprise Business Systems and Help Desk Operations using CI/CD pipelines and RPA processes

**Maplesoft, Minneapolis, MN (Nov 2017-July 2018)**

*Regional Sales Manager*

* Responsible for Western Region Sales for Digital Twin Software Solutions focused on Medical Devices, Electronics, Automotive, Aerospace/Defense and Industrial Automation markets
* Worked closely with Rockwell Automation for the launch of Process Automation Digital Twin technologies including integration with RA Control Systems software
* Qualified up to 1600 Prospects/Leads in Salesforce Database and supported SF/Pardot Vertical Market Automated “Drip” Campaigns using Webinars and White Papers
* Assisted in the launch of new Model-Based System Engineering software including collaboration with Lockheed

**Senior Proposal/Business Development Consultant (Oct 2015-Nov 2017)**

* Pursued new DARPA Bid Opportunities including Geospatial Cloud Analytics; Real-time Supply Chain Microservices; and AI for Cyber-Physical Systems

**Cobham Mission Systems, Davenport, IA (May 2012-Jan 2015)**

*Business Development Manager*

* Led Sales and Marketing for major Army Aviation and Navy/Air Force Life Support Systems.
* Key pursuits included over $200M+ in contract opportunities for major Army/Air Force/Navy Retrofit/Modernization and New Acquisition programs
* Developed $10M-$15M annual sales pipeline for mission-critical life support systems working with DLA Aviation, Air Force Lifecycle Management Command and key Prime Contractors
* Led Sales participation in Sales, Inventory and Operations (SIOP) Weekly meetings to develop revenue projections and collaborate with end users for inventory needs and lead times