**THAMES S. HILLMAN** Email: [thames.hillman@gmail.com](mailto:thames.hillman@gmail.com)  
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**EXECUTIVE SUMMARY**

Talented and accomplished business management and development professional with significant expertise in providing executive-level leadership; business development, account management, pricing strategy, operations, program management, personnel mentoring, performance metrics, procurement, policy and other resource requirements; and developing and implementing growth strategies and services to achieve corporate revenue and profit goals while reducing operating costs. Areas of expertise include:

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| --- | --- |
| * Business Development | * Pricing and Pricing Strategy |
| * Account & Capture Management | * Budget and Forecasting |
| * Business Intelligence | * Quality Delivery |
| * Mentoring and Employee Development | * Strategic Alliances/Partnerships |
| * Operations | * Program Management |

**PROFESSIONAL EXPERIENCE**

Paradyme Management, Inc., Greenbelt, MD 01/2015 to Present  
**Vice President of Operations**

Determine operational and tactical strategies to support growth and profitability goals for a company with over 50 professional staff, 9 government contracts and annual projected revenue of $13 million. Accountable for company’s profit and loss, performance management, quality assurance, compliance, metrics development, delivery, organic growth and new business development. Liaison between corporate support and Program Management including service definition, process and procedures, and training.

* Design and implement corporate support services including program control, accounting & finance, human resources, recruiting, security, PMO, and capture management.
* Create an Operations Roadmap that defines deliverables, artifacts and process for each major corporate support function
* Create a Project Manager training approach that incorporates contracts, financials, corporate support, personnel management, conflict resolution, business development, and capture management.
* Support Paradyme Business Development initiatives including Segment Strategies, Capture Management, Price-to-Win (PTW) Strategy along with an integrated capture and proposal process.

Sevatec, Inc., Fairfax, VA 09/2013 to 07/2014  
**Vice President of Operations**

Determined operational and tactical strategies to support growth and profitability goals for a company with 250 professional staff, 12 government contracts and annual revenue of $40 million. Accountable for company’s profit and loss, quality assurance, compliance, metrics development, delivery, organic growth and new business development. Restructured the corporate business development approach by

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implementing account management, capture management, segment identification, business intelligence, and price-to-win strategies.

* Managed P&L for all contracts including a 140-employee, $110 million IT contract with the Department of Transportation. Customers include DOT, DOS, DHS, DSS, USTDA and DOJ with contract types of FFP, CPFF, CPAF, and T&M.
* Created a Project Manager training approach geared to four management levels including Task Manager, Project Manager, Program Manager and Director incorporating contracts, financials, corporate systems, personnel management, conflict resolution, business development and capture management.
* Secured a new $8.21 million in new Task Orders at the DOT.
* Revamped business development process to incorporate capture management and used the resulting business intelligence to anticipate trends and future requests for proposals (RFPs).

Jorge Scientific, Inc., Arlington, VA (now Imperatis Corp) 11/2010 to 09/2013  
**Vice President of Business Development & Strategic Growth**

Directed strategic growth by overseeing business development, business intelligence, capture management, pricing and proposal development. Integrated and streamlined the entire business development, capture and proposal process. Spearheaded major capture efforts for the U.S. Navy, U.S.

Marine Corps, Department of State, and U.S. Army. Empowered and mentored a team of 14 business development, capture, and business intelligence and proposal professionals to grow the company from $187 M to $240 M in 2 years.

* Directed corporate pipeline of $2.1 billion with an average PWIN of 33%.
* Headed capture management, proposal and pricing efforts for the $85 million Counterinsurgency Advisory and Assistance Team (CAAT) contract award.
* Led two contract protests, successfully resulting in $65 million in awards.
* Reduced Bid and Proposal spending by $300,000 per year.
* Standardized the capture management, segment strategy and incorporated business intelligence and price-to-win services in support of four operating divisions.

Stanley Associates, Inc., Arlington, VA (now CGI Federal) 06/1997 to 10/2010  
**Deputy Division Director, Senior Program Manager**

Oversaw company contracts at the Marine Corps Recruiting Command (MCRC), Department of Health and Human Services (HHS), Department of Transportation (DOT) and the Joint Strike Fighter Program. Managed operations to include, Tier 1, 2 and 3 network and help desk support; network architecture and engineering; information technology service management (ITSM) implementation based on an ITIL framework, information assurance, and SharePoint and website development.

* Spearheaded proposal development that resulted in award of a $65 million contract to manage, develop and support the Maritime Administration’s information technology needs.
* Served as Senior Program Manager of an enterprise IT staff of 60+ employees providing services under a $65 million prime contract with DOT.

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* Established Document, Content and Records Management practices for company which subsequently served as the foundation for three contract awards totaling $75 million in company revenue.
* Managed 22 staff engaged in providing IT services to the U.S. Marine Corps under terms of a $15 million prime contract.
* Proposed and implemented a secured video teleconferencing network solution to ameliorate travel expenses, saving more than $1 million per year by instituting capabilities for secure, meetings without travel for the Joint Strike Fighter (JSF) Program.
* Grew Joint Strike Fighter (JSF) multimedia and web team from one individual to seven personnel increasing revenue by $700K per year.

Standard Technology, Inc., Arlington, VA 02/1994 to 06/1997  
**Business Analyst**

Served as the primary client contact coordinating support to the Defense Information Systems Agency's (DISA) Operational Process Improvement Office (OPIO-D621) and DISA's Global Command and Control System (GCCS-D62) Initiative.

* Developed all marketing materials including brochures, magazine ads, display booths, interactive applications, kiosks and a web page design for both internet and intranet for the OPIO.
* Developed an interactive training on CD-ROM for the GCSS, Plan of Action & Milestones for DISA's GCCS initiative, and development of the internet and intranet presence.
* Developed a total marketing schema for Standard Technology, Inc. that included a revamped internet, brochures, DOD (Health Affairs) TRICARE Conference printed materials and Program Management and Integration (PMI) Contract brochures.

National Systems Management, Inc., Washington, DC 12/1991 to 02/1994  
**Industrial Specialist**

Served as an Industrial Specialist under NRCC Aircraft Omnibus Contract N00600-92-D-0035. Provided acquisition and production management support to NAVAIR, PMA-276 and AIR-1147L.

* Developed, implemented and administered automated production and tracking programs for AH-I W Attack Helicopter Government Furnished Equipment (GFE) requirements.
* Prepared procurement and production documentation; ensuring new procurements are in accordance with FAR/DOD directives, policies and procedures.
* Obtained funding authorizations to produce, test, repair and support AH-I W procurement objectives.

**CERTIFICATES/LICENSES**  
Certified Project Management Professional (PMP), Project Management Institute, 2007, Inactive  
Certified in ITIL (V3) Foundations  
 **CLEARANCE**DoD Top Secret (final adjudication Sep 2013)

**EDUCATION  
University of Mary Washington, Fredericksburg, VA**Degree: Bachelor of Professional Studies (BPS), Leadership and Management  
GPA: 3.75/4.0 (Magna cum Laude)