**Business Management Executive**

Dynamic and inventive Business Management Executive with 12 years of experience conceptualizing, developing, and implementing complex solutions to reduce costs, increase efficiency, and enhance productivity for organizations on a global scale. Hands on Manager leveraging significant international experience and leadership skills to guide, mentor, and empower top performing teams. Possess sharp financial and analytical acumen with demonstrated success in rapidly identifying and improving upon key areas of weakness and maximum business impact.

*Areas of Expertise:*

Program & Project Management ▪ Financial Accountability ▪ Strategic Planning ▪ Government Accounting Regulatory Compliance ▪ Process Improvement ▪ Change Management ▪ Executive Presentations

FP&A ▪ M&A Due Diligence ▪ Pricing ▪ Major Program Start Ups ▪ Global Operations

**Professional Experience**

***PAE Government Services Inc. / Lockheed Martin Co.* – Arlington, VA 2006 to Present**

*Government contractors providing full spectrum security and operational support to the defense and intelligence community and other government agencies of the United States. (PAE Former Lockheed Martin company.)*

**Sr. Business Operations Manager/Program Manager 2013 to Present**

Direct report to EVP and GSLO, CFO. Senior Business Manager and key leader in a $2B corporate restructuring following major acquisition; successful execution of several key initiatives at corporate and program levels. Oversee all financial business operation initiatives of a nine programs directorate and 10 Finance/Accounting personnel focused on providing infrastructure services support to DoS, DoD, German FG, IAP and LM customers.

* Lead team member in a $2B company acquisition integration effort. Working closely with executive management to analyze, develop, and align company goals, policy and processes with newly acquired acquisitions. Strategically coordinating organizational restructure across multiple platforms while maintaining all program and business needs with little to no disruption to Finance, Accounting, Legal, Contracts, Subcontracts, Procurement, Proposal Pricing and BD. Conducting GAP analyses to established synergy and streamline services that create cost effective solutions for our customers while maintaining program efficiency and compliance.
* Established and integrated baseline business operation functionality, introduced Financial Planning and Analysis concepts to our acquired business including bottoms-up EAC, direct and indirect rates, cross-segment utilization, booking rate revenue recognition from services to product accounting, monthly program-level financial review, risk assessed fee development, Long Range Planning, and other critical financial and cash management practices. Accomplished implementation of these concepts by providing training and mentoring, hands-on process re-engineering, and management of schedule and resource re-allocation.
* Assumed business management oversight of nine programs with estimated annual sales of $80M. Established corrective action plans, revamped business processes, developed training, and adjusted future planning and analysis to mitigate a $2M loss and in 2014, securing a profitable outlook for 2015 and beyond.

**Program Manager 2011 to 2013**

Direct report to Global line of business VP. PM of a $60M+ annual revenue directorate comprised of four programs providing training and operations and maintenance services around the globe to NSF, DoS, UN and Lockheed Martin customers. Multi-tasked across various platforms and levels at once, developing clear detailed plans in order to ensure program feasibility and completion timelines. Addressed and solutioned issues in real-time. Collaborated with clients, supervisors, staff and peers, to dictate responsibilities, offer constructive feedback and motivation in ways to support and encourage all.

* Oversaw the negotiation, difiitization and all day-to-day activities on the Antarctic Support Contract a $40M annual revenue contract during its first ever multi-subcontracted award. Executed a successful startup program launch while undergoing PAE’s divesture from Lockheed Martin. Saw the program through to a healthy maturity, earning outstanding customer reviews and excellent award fee scores of 90% or better exceeding all functional company goals and initiatives.
* Recruited 4000+ candidates, on-boarded and termed approximately 800+ employees. Established a highly complex recruiting and staffing plan across multiple subcontractors. Efficiently tracked all personnel to meet an extensive list of jobs, physical and logistical flight manifest requirements while staying HR compliant, within budget and meeting operational needs.
* Implemented an OSHA regulatory compliant Employee Safety and Health plan with the ability to maintain the integrity of employee safety yet bend to the austere Antarctic region. Accomplished a 50% reduction in Reportable Incidents, dramatically influencing insurance costs stability.
* Orchestrated two emergency airlifts from Antarctica to New Zealand under this plan during winter months when logistics are almost unattainable.
* Developed, proposed, and executed quick-turn logistic operational programs of roughly $20M in annual revenue involving the development, refurbishment and/or sustainment of roads, compounds and airports. Coordinated across a vast breath of in and out-house knowledge to include: procurement, logistics, setup, operations and maintenance of equipment, supplies and resources throughout the African landscape.

**Business Operations Manager 2009 to 2011**

Managed a directorate of $160M+ annual revenue with Lockheed Martin through the divesture of PAE. Managed, trained, and mentored a team of 20 finance/accounting personnel in facilitated full cycle business operations. Ensured contractual compliance, cost management, analyses, configuration management and proposal support. Developed and delivered LRP’s in Orders, Sales, EBIT, Cash and Capital Assets ensuring all deliverables met or exceeded with variance justification. Examined, compiled, and presented financial results to Lockheed Martin Executive Leadership on a monthly and quarterly basis.

* Significant member in developing more than $450M of organic new businesses in 3 years, in addition was an intricate team member on follow-up of CJPS IDIQ contract vehicle with a ceiling value of over $10B
* Directed Tiger Team, turning a $161M outstanding AR balance into positive cash flow, collecting more than $100M in one year for the first time in the 5 year life span of the contract vehicle.
* Substantially reduced DSO over 30% by utilizing Lean Six Sigma concepts to devise and implement new policies and procedures, to balance sheet practices and procedures, strengthening internal controls with increased financial result transparency. Oversaw operations for $100M revolving credit line between Lockheed Martin and PAE, ensuring daily operability and efficient global operations for Joint Venture, Civilian Police Program in 10 locations
* Successfully completed the financial stand up for multiple international contracts to include: implementing business processes, setting standard operating procedures, creating work breakdown structures, budget development, and training business managers and personnel in multiple facets of business operations.
* Established customer required Earned Value Management metrics by coordinating Planned Value against Actual Cost and Earned Value on training programs in Afghanistan.
* Lowered month end close time 50% by revamping established reporting processes, leading to increased transparency into variances and more timely delivery of results to key decision-makers.

**Pricing Policy Analyst Sr. 2008 to 2009**

Supported Lockheed Martin pricing in developed and communicated strategic, financial, and operative implications of proposed pricing policy and develop solutions to a variety of complex tasks, proposals and problems. Recommended pricing positions and reimbursement strategies for products across all relevant customer and market segments, ensuring results were consistent with organization objectives and in accordance with LM disclosure statements.

* Assisted in the implementation of ProPricer software and administered training programs for all future stakeholders, as well as remained a lead POC for all reach back necessary. Developed company solutions for tool limitations, marrying the complexities of price modeling with company disclosure statements, rate structures and pricing regulations.
* Assembled and presented rate build ups, financial models and their assumptions to upper management on proposals ranging from $1M to $1B in value on T&M, CP, CR, FFP, contract types.
* Reviewed competition and determined Price to Win (PTW) points for new products and provided input on final contract pricing.

**Financial Analyst Sr. 2007 to 2008**

Managed full cycle financial operations for multiple Lockheed Martin international contracts with the DoD. Accountable for financial estimating, billing, and budget control on variety of T&M, CP, CR and FFP programs. Monitored and performed in depth analysis on cost variances, trends, manpower, budgets, and funding. Created and provided LRP, ETC, EAC and consumer forecasting reports and analysis for program managers. Responsible for month-end closing activities and assisted in assembling and presenting results to senior management.

* Lead Analyst in alleviating a Cure Notice to effectively organize and clear 6 months of AR and a 200+ DSO on the highly visible GTMO program.
* Led functional analyst in planning/implementing SWIFT program transition to SAP and PeopleSoft systems. Ensuring all business policies and procedures met all proper internal controls, including adherence to budget control and compliance with GAAP, FAR and customer requirements.
* Certified Field Pricer in cost estimating efforts on all Task Order Vehicles.

**Other Professional Experience 2004 to 2007**

**Lockheed Martin,** Financial Analyst, Alexandria, VA - 2006-2007

**Carat USA,** Assistant Buyer, New York, NY - 2006-2006

**Iona College,** Advancement Associate, New Rochelle, NY - 2004-2006

**Systems**

Cost Accounting Systems: PeopleSoft, SAP, Microsoft Dynamics, Deltek Costpoint, Cognos & TM1 Reporting

High level of proficiency in full Microsoft Office Suite

**Clearance**

**U.S. Government**

Top Secret Security Clearance (2015)  
Top Secret Security Clearance (2008)

**Education**

**Iona College, Hagen School of Business**

Masters of Business Administration (MBA), Financial Management, GPA 3.5

**Iona College**

Bachelor of Science in Business Administration (BS), Marketing, GPA 3.3

**Awards & Affiliations**

Multiple PAE Spot Awards for outstanding performance

Lockheed Martin Team Excellence Award: Delivering Effective Results – Team Member

Awarded the Lockheed Martin Corporate SIA/LM21 Lean Six Sigma event of the Month Award – Team Leader

Multiple Lockheed Martin Spot Award for outstanding performance

Lockheed Martin Vector Award for extraordinary work on cash flow

Team expert for various SIA/LM21 events