**Justin Omps**

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# EXPERIENCE

**September 2013 – Present: Freelance Consultant, Your Finest Hour** - help leaders increase their effectiveness by exploring case studies in historical and modern leadership. I provide coaching and seminars to address the challenges that leaders face at all levels of an organization.

• Worked with researchers and RAF veterans to develop a team-based, trust-building exercise that replicates the high-pressure environment of a WW2 command center.

• Presented 5 seminars to senior executives in industry (Mitre, SAIC, Cooley, PMI, etc.) and federal government (FBI, DHS, etc.).

**September 2015 – Present: Vice President, Omps Funeral Home** – Lead a corporation comprising 3 branches, 40+ people, and 4.5 million dollars in annual sales. Responsible for setting strategic priorities, revenue targets, and determining advertising strategies. Initiate and manage enterprise-wide projects to increase revenue. Facilitate organizational development meetings and interventions with the senior executive staff.

• Reduced annual operating expenses by $100K by modernizing and consolidating 5 IT platforms.

• Increased sales at Reception Center 150% with a new pricing strategy and marketing campaign.

• Improved employee morale and retention by deploying a part-time team to handle after-hours calls.

**September 2009 – September 2015: Owner, Tryton Exploration Gear** – Managed every facet of an LLC that designed and sold products for SCUBA diving. Designed an inductively-charged, waterproof flashlight and negotiated a manufacturing contract in China. Handled all aspects of product testing, FCC compliance, and US Customs compliance to import products. Created and executed marketing and sales campaigns using print, digital, and social media.

• Brought flashlight concept to market in less than 2 years.

• Passed novel flashlight charging system through all legal and regulatory requirements in less than 3 months.

• Cut product development timeframe by 200% through rapid prototyping using 3D modeling and 3D printing work flow.

• Generated over $80K in revenue during the first year on the market.

**June 2008 – November 2015: Owner, Studio Gemini, LLC** – Ran all aspects of a small consultancy that provided customers with organizational development, leadership, and project management consulting. Worked with private and government clients to increase their leaders' effectiveness, develop project management practices, and deploy organizational training.

• Achieved an average 25% margin on all services during 8 years of contract engagement.

• Deployed training on OSHA regulations and electrical safety at 13 overseas posts to over 300 students representing 90 countries through a 5-year BPA with Department of State.

• Trained and supported over 1,300 employees during a system upgrade at the Department of Justice.

• Provided training for 2,500 students in 7 countries for Department of State’s SMART implementation.

• Converted a 30-day support contract into a 5-year consulting engagement with the US Courts.

• Designed and delivered training on Project Management and Risk Management during creation of the IT PMO at US Census Bureau.

**March 2005 – May 2008: Project Manager, McDonald Bradley Inc.** - Supervised and managed effort to build and deploy a training effort to over 60 field sites. Created and managed pilot and implementation projects for new software integration efforts. Managed all aspects of PM life cycle, from Project Initiation to Project Closeout. Tracked and reported progress against baselined schedules using Earned Value Management (EVM). Developed all training materials using Instructional System Design (ISD). Integrated training development into software development release cycles. Led effort to deploy Computer-Based Training (CBT) and Web-Based Training (WBT) programs.

• Won a $9.5M re-compete based on our project performance.

• Doubled project revenue in less than 2 years.

• Completed multi-year training project $1.5M under budget and one year ahead of schedule.

• Piloted CBT training program that led to 18 additional development project taskers and 3 additional project personnel.

**April 2001 – March 2004: Senior Trainer, Datatrac Information Services** - Developed training programs using the ISD method. Planned course content, built training courses and drafted training aids to meet project requirements. Evaluated training and course effectiveness. Delivered classroom and individual training sessions to Drug Enforcement Administration personnel.

• Developed a customized Photoshop training program and delivered to over 300 students.

• Delivered training to 1000+ students at 20+ field sites, earning a 4.8/5 training evaluation score.

• Drafted training proposals that resulted in 5 additional training task orders.

# EDUCATION

Bachelor of Arts in History, College of William and Mary, 1999

# SKILLS/CERTFICATIONS

PMP Certification, October 2013, Project Management Institute

Scrum Master Certification, October 2016, Scrum Alliance

Fluent in Spanish: Speaking, Reading, and Writing