



## EXECUTIVE PROFILE

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Successful career developing a strong skill set leading efforts in business capture, proposal / product development, business operations, small scale manufacturing, product life cycle, and contract close-out within the DoD, Telecommunications, and Financial Institutions markets.

**Capture, Strategy, and Proposals** - business strategies, driving new market introductions, addressing government solicitation management, building business partner relationships, and leading capture management while leveraging the organization's core strengths. Lead capture efforts into three major DoD acquisition centers, established the proposal center inside a new GD division, researched and developed a market enter plan for South America, and negotiated global business-to-business agreements while in London and Bonn (global wireless roaming).

**Product Creation** - many of the solutions involved complex data issues in rapid growth environments to include resolving engineering issues while establishing new global services in a \$4B start-up, deploying Global Roaming for cellular phones; building business relationships and facilitating bank-wide discussions to correct client data; and leading an ERP transition across 4 locations in a \$180M division. Also led the software/firmware/hardware development for several DoD communications devices.

I drive technology change to improve customer products, client services, and business process. Successful track record leading large, complex initiatives delivering fast-paced, market leading services to meet evolving business requirements while controlling cost, managing risk, and meeting stakeholder expectations. Lifelong learner.

## CHRONOLOGY

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**DARTON CONSULTING GROUP**, Charlotte, NC 2017 - 2018

**Engagement: Wells Fargo** (*Financial Institutions*)

Facilitated diverse, independent teams by establishing and agreeing to common objectives, focusing groups toward meeting regulatory mandates, prioritizing requirements, and clarifying competing business needs.

**Large Cross Functional Projects** - monitored, advised, tracked, and reported on bank-wide activities within coordinating between Stakeholders and multiple technologies (customer systems, data centers, applications) to resolve critical data flow / data alignment issues within the Anti Money Laundering (BSA/AML) project.

**THE SME GROUP**, Owner & Consultant 2016 - 2017

Business development, business strategy, program/product management, scheduling, EVMs, ERP transitions, P&L management, change leadership, acquisition activities, and life cycle management.

**USFALCON**, Raleigh, NC 2011 - 2016

**Vice President, Army Programs** (*Services & Products*)

Reporting to the CEO, P&L responsibility for all divisional business needs serving telecommunications and aviation clients. Achieved the firm's and client's needs resulting in steady >50% organic growth.

**Capture** - Led focusing business development efforts at PEO C4 (Aberdeen), PEO Aviation (Huntsville) and PEO STRI (Orlando). Increased organic growth in the Pentagon, Ft. Eustis, VA, and Huntsville, AL.

**Proposals** - Led the team on multiple projects including winning work at NASA AMES by achieving a higher score than the incumbent on the proposal using a focused detailed approach and locating great SME's.

**Project Management** (*full scale rotor-wing training devices*) - managed high-value multi-year projects to include a 5 year \$20M program with a 7,000 line schedule wherein the team addressed all milestone / profit objectives to be subsequently awarded 3 major contract additions growing the value by > 40%.

**FINMECCANICA / DRS / CODEM**, Merrimack, NH 2001- 2011

**Vice President of Operations / Programs** (*Products*)

Achieved P&L objectives in a \$300M group spread across multiple locations during a period of complex systems and process change. Drove strategic transition and transformation across the enterprise. Codem acquired by DRS; DRS acquired by Finmeccanica.

**Product Placement** - Using a multi-stakeholder approach [end users, requirements directorate (GA), acquisition team (NJ), and prime contractor (MA)], replaced a major supplier to become one of General Dynamics' top vendors for a major multi-year government contract.

***Development Product into an Off-the-Shelf program*** – Wrote the proposal and won a contract to provide the only developmental item into a major Air Force communications program as a subcontractor to Avaya subcontracted to Northrup Grumman. The product development and multi-tiered relationship created new challenges for program negotiation, solution development (*black box / CCA / SW*), and product deliver. Highly profitable program with multiple years of steady revenue and positive cash flow.

***Manufacturing*** – Established a manufacturing center with procurement, receiving, incoming inspection, inventory management, operational layout, Quality Control, final inspection, and shipping inside a start-up which eventually supported a \$50M business unit. Became the VP of Operations managing four locations that performed various levels of local manufacturing functions.

***Program Management*** - proactively directed product development, life cycle management, and sustainment activities in a \$300M BU across 4 locations (NY/PA/OH/NH) with over 150 engineers, 4 business development leads, and 15 program managers for complex solutions meeting time sensitive and critical budget, quality, and technical performance objectives.

***Fast Paced Project Planning / Implementation*** – Within five months drove the conversion to a new ERP system by supervising activities across four locations using strong communication and influencing skills with minimal impact to the \$170M organization.

## OTHER

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### ICO GLOBAL COMMUNICATIONS, Washington, DC / London

#### **Business Development Director & Program Manager** (*Global Telecommunications*)

Led the development of international services for global distribution inside a \$4B start-up. Built new business relationships, created a web-based activation portal, and developed the market introduction. Built out this service which would provide ICO its first source of recurring revenue.

***Business Development*** – After Craig McCaw's purchase of ICO, transferred to the DC office to work with the team developing the strategy for to support the Department of Defense's unbounded data needs.

### GTE / T-Mobile, Tampa, FL / Bonn, Germany

#### **Business Development Manager / International Product Manager** (*Global Telecommunications*)

Internal transfer from the DoD to commercial. Began as the domestic roaming manager supporting half the wireless industry and the program manager for Highway Master; a telecommunications solution for the transportation industry (telematics solution).

***Data Solutions Implementation*** - Lead business and technical efforts deploying an international roaming product (Global Roam) which included developing B-to- introductions in Europe and the US. Drove the development while in Germany coordinating with US, German, and Japanese business leaders and engineering partners. Established the first service supporting international wireless services.

***Strategic Development*** – Researched (via in-region meetings), identified opportunities, and developed the Latin American business strategy creating a market introduction road map to increase the revenue base 20%.

***Independent Study*** – Within the first year in the wireless industry, I was the third GTE TSI employee, first non-VP, to publish a cover article in the industry's leading monthly publication. Learnt via listening to conference audio taps (akin to pod casts) and accessing information on the internet to become current with industry issues and trends.

### GTE GOVERNMENT SYSTEMS, Taunton, MA

#### **Program & Marketing Manager**

Increasing responsibility while supporting a \$4.2B telecommunications contract. Products based (hardware, firmware, & software) with delivery / training services.

***Program Manager*** – Directed a \$200M program delivering product and training to active Army units around the world. Tasked to maintain the schedule and accommodate schedule / delivery location changes while the facility focused on the source \$4B contract.

***Domestic/International Proposals*** - Trained as one of two "new" proposal managers for a \$1B division in support their initial "new business" efforts as a seven-year, \$4 billion (base) contract was closing out. Proposal manager for IMSE Taiwan, the division's first Foreign Military Sale (FMS) effort and our introduction to ITAR. 100% success rate with IMSE Taiwan and two partnership efforts with Raytheon.

**EDUCATION**

University of Rhode Island, Kingston, Rhode Island  
United States Military Academy, West Point, New York

**MBA**, Marketing/Finance  
**Bachelor of Science**, Engineering/Economics

***PMP with over 30+ Years Honing Project Management Tool Set***

- *Drive solutions across varying cultures*
- *Cross Matrix Problem Solving Skills*
- *Complex Solution Development*
- *Problem Solving / Risk Management*
- *Reactive in fast changing environments*
- *Drive Change, Influence Success*
- *Customer / Stakeholder Management*
- *Senior Level Leadership Roles*
- *Strong Technology Skills*
- *Strong Analytical and Quantitative Skills*
- *Data Systems Management*
- *Change Management Expert*
- *Detail Oriented*
- *Fill the gap between technology & the business*

***Industries:*** Telecommunications, Government Contracting, & Financial Institutions

***Tools:*** MS Word, Excel, Power Point, Project, Outlook; Visio; SharePoint; JIRA & Confluence; Deltek; SalesForce; and GovWin