

## BUSINESS DEVELOPMENT

### Executive Profile

Over 17 years of demonstrated operational, consulting and architecture experience in IT development, implementations and architectures with a proven background in capturing new business ranging from \$1 Million to over \$1.5 Billion Total Contract Value. Experienced leader with strong business and technical skills. Successful track record of supporting bid analysis and decomposition of requirements to provide strategic IT architectures that meet demanding functional, financial and technical needs while meeting security requirements. Provides technical leadership in the areas of transformations, strategies and implementations to bring demonstrable value to streamline IT spend and reduce the TCO of IT.

### Skill Highlights

- Project management
- Leadership/communication skills
- Client account management
- Business development
- Customer-oriented
- Market research and analysis

### Professional Experience

#### Business Development

January 2013 to January 2014 Company Name i1/4 City , State

- Served as business development and principal solution architect consultant for Elevate Technology Solutions - Federal Practice.
- Captured activities included opportunity assessment, pipeline qualification and development, customer relationship building, teaming partner selection and negotiation, vendor evaluation, cost and schedule pursuit estimation, executive management reviews and project planning.
- Managed bid efforts by executing all phases of the capture lifecycle process.
- Provided regular briefings to executive management concerning overall pipeline status and also updates to specific capture pursuits.
- Lead adjacent growth and new growth strategies in white space areas.
- Worked all phases of the proposal lifecycle - from opportunity identification and customer relationship building to partner selection, development and delivery.
- Researched and developed clients and executed customer call plans to shape program requirements early, increase customer intimacy and improve our position within the target agency.
- Identified potential Source Evaluation Board (SEB) members and developed call plans to effectively influence key decision makers.
- Developed relationships with key teaming partners and major software vendors that compliment our solution sets.
- Led competitor black hat assessments and related PTW activities.
- Deals Won include: United States Agency for International Development (USAID) - Engineering of Information Technology Infrastructure and Systems, USAID M/CIO PIV & NPE, U.S.
- Securities and Exchange Commission National Exam Program Support Services, SEC Neat Pi, SEC Office of Compliance Inspection and Examination: Analytics Support; Asset Verification Support, eDiscovery and Exam Management Support.

#### Senior vArchitect (Senior Solution Architect)

January 2012 to January 2013 Company Name i1/4 City , State

- Direct internal, parent and partner Program Capture and Business Development teams responding to RFI, RFQ, RFP and unsolicited proposals that lead to successful capture of new business opportunities.
- Deals won include: CSC/ Eagle Alliance, Boeing, Lockheed Martin, NASA, MHS Army and Navy.
- Engage clients at the Cxx level to articulate all aspects of VCE offerings including Cloud-based Products and Services including presenting the value proposition and company roadmap through onsite, phone, and WebEx presentations Architect innovative technical solutions to meet the needs of both Public Sector and Federal Systems Integrators increased IT requirements while supporting reduced IT budgets, including developing Proof of Concept and technology demonstrators in the Cloud Computing space Authored pre-sales documentation to include SOW's, SLA's, Economic Impact Calculator, Project Proposals, Product/Service Costs and White Papers.
- Lead technical business development of key accounts, providing technical and strategic solution architectures for VCE, Parent Company and Client needs.
- Design Cost Modeling of solutions for various bids across multiple client verticals, managing partners and sub-contractors throughout the bid process, mapping requirements to solutions providing a cohesive solution, lead proposal text authoring and review of proposal documents with VCE and parent companies including Cisco, EMC and VMware.

#### Principal Business Architect Leader

January 2009 to January 2012 Company Name i1/4 City , State

- Identified business targets, gathered, assessed and qualified requirements, prepared cost models and developed proposal artifacts including SOW, WBS, CONOPS, BOE, LOE and SLA for pursuit and successful capture of new business Public Sector opportunities.
- Developed operational and technical strategies and solutions for CSC's North American Public Sector.
- Areas of expertise include Cloud Computing, Service Desk, Desktop Support, Network Monitoring and Communication Network Services which are now part of the NPS New Business Service Offerings and Standard Operating Procedures (SOP).
- Developed key relationships and teaming agreements with federal prime government contractors, small business subs and technology vendors that lead to streamlined processes to go after large federal business, capturing several business opportunities for CSC NPS.
- FY 2011 CSC Main Thrust New Business deals won (TCV): \$461 Million- US-Visit (Eagle), \$100 Million- GSA FAS Hosting (Alliant), \$192 Million- Maryland Medicare & Medicaid (MERP), and \$300 Million- DHS Work Place as a Service Cloud Computing (Eagle).

#### Senior Sales Engineer

January 2007 to January 2009 Company Name 1/4 City , State

- Effectively demonstrated product solutions through presentations, both on-site and web conference, marketing campaigns and new media advertising for capture of opportunities for over 200 diverse accounts within Commercial, Non-Profit and Government Contracting organizations including U.S.
- Based and International customers.
- Developed and executed tactical win strategies including Reduced Costs, Productivity Improvement, Governance, Risk & Compliance, Business Continuity and Disaster Recovery Managed business solutions, responding to various RFP, RFI, and RFQ that lead to a 60% win ratio over a two year period.
- Boosted potentiality of securing high-value client accounts through business development & relationship building skills, advancing organizational objectives as a Subject Matter Expert.
- Customer requirements often met or exceeded by providing tremendous cost savings and ROI.
- Sold over 1,000 licenses, 300 WAN Optimization Devices and 5 Global Managed Service Contracts within 24 month period, leading to exceptional performance of exceeding 150% OTE.

Senior Information Technology Consultant

January 2002 to January 2007 Company Name 1/4 City , State

- Performed program management oversight of implementation plan, timelines, issues, risks, and successes to maintain a portfolio of projects.
- Assess results, determine and implement risk mitigation solutions.
- Through effective business development strategies, worked closely with client stakeholders to understand emerging customer needs, gain competitive positioning and requisite capabilities to successfully capture new business opportunities including North American Call Center, Global Managed Desktop Services and End User Field Support for Pfizer Executives.
- Effectively demonstrated project management and leadership skills to develop and implement several technical solutions based on ITIL and Six Sigma standards.
- Managed design and implementation of new Remedy IT Service Management to track change, incident and problem management services.
- Through research, best practices, industry standards, saved customer Business Units over 60% in technical systems implementation costs with a total savings projected to more than 150%.

Systems Engineer

January 1999 to January 2002 Company Name 1/4 City , State

- Configured and maintained Windows NT Server & Win2k for corporate, production, and test environments including both servers and client upgrades.
- Tested and installed all server and client applications and designed technical installation procedures for implementation of Market data applications.
- Led team developing Help Desk, supporting LAN network and end-user client base of +250, end result was launch of a 24/7 Market Call Center for support.
- Implemented Data Center environment to include Disaster Recovery and Production environment.
- Reduced over 45% costs of IT Operations by implementing processes, methodologies and procedures based on industry standards.

Regional Account Manager

January 1997 to January 1999 Company Name 1/4 City , State

- Successfully established relationships with new accounts in multi-regional territory.
- Managed account base of over 267 (1999), which is an increase of 219 accounts from 1997.
- Developed strategic referral system which provided continuous leads for new business development.
- Received "President's Club Award" for two consecutive years.
- Achieved Top Account Manager Status from 1997 Q2 - 1998 Q2.

Education

EMC Isilon Scale-Out Storage, 2013 EMC E20-322 Solutions Design for Technology Architects, 2013 EMC Information Storage and Management v2, 2013 EMC Storage and Information Infrastructure Solution Design Concepts v6, 2013 Architecting VCE Vblock Infrastructure Platforms, 2012 Architecting VCE Vblock System 100, 2012 Architecting VCE Vblock System 200 : 1 2012 Strayer University

Bachelor of Science : Information Systems Information Systems

Certifications

SBA 8(a) Certification \*estimated 2015\* ITIL v3 Foundation Certificate VMware Technical Sales Professional 5 (VTSP 5) VMware Sales Professional 5 (VSP 5) VMware - MGMT (Management 5) Riverbed Certified Solutions Professional Palo Alto Networks Certificate CompTIA A+ Certificate CompTIA Network+ Certificate Castle Rock SNMPc Certificate

Skills

A+, advertising, Architect, Army, articulate, Agency, budgets, business development, business solutions, Calculator, Call Center, Cisco, competitive, Concept, Contracts, Client, clients, delivery, Disaster Recovery, documentation, executive management, Government, Help Desk, Information Technology, ITIL, ITIL v, LAN, Lockheed Martin, MGMT, managing, marketing, Market, Exchange, Office, win, Win2, Windows NT Server, Modeling, Navy, Neat, negotiation, Network, Networks, new business development, new media, Optimization, organizational, positioning, presenting, presentations, prime, processes, Profit, program management, project management and leadership, project planning, Proposals, proposal, relationship building, research, RFI, RFP, Sales, Securities, servers, Six Sigma, SLA, SOP, strategic, Technical Sales, Desktop Support, White Papers, phone, upgrades, WAN

