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Federal Health IT Growth Executive, Navy Veteran

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## ← Experience



### Senior Vice President, HHS Growth

Mar 2020 - Present · 2 yrs 3 mos  
Herndon, Virginia

Directs and oversees Business Development, Strategic Planning, and Go-to Market Growth Strategy for all Operating Divisions in the Department of Health and Human Services



### Vice President, Business Development

GovernmentCIO  
Dec 2018 - Mar 2020 · 1 yr 4 mos  
Washington D.C. Metro Area

Leads federal business development and growth efforts across HHS



### Vice President Health Programs

A Square Group (ASG)  
Apr 2017 - Dec 2018 · 1 yr 9 mos  
Frederick, MD

Vice President over ASG's Health group. Responsible for overall strategy and direction, identification, capture, and delivery of business opportunities across the department of Health and Human Services (HHS)

Assembled team and drove winning capture for \$1.6B Measure and Instrument and Development (MIDS) IDIQ. One of only eight small business teams to win a spot

Assembled team and drove winning capture for National Institute of Health (NIH) Mobile Psychological Application Design and Development work

Maintain pipeline of viable opportunities across CMS, NIH, IHS, and VA

Lead full BD lifecycle activities on all opportunities including lead identification, qualification, bid/no-bid analysis, and manage efforts of the proposal team.



### Vice President

Aquilent  
Jan 2016 - Jan 2017 · 1 yr 1 mo  
Laurel, MD

Business Unit Vice President over Centers for Medicare and Medicaid Services (CMS) and Department of Navy programs. Full P&L responsibility for 150+ staff and \$40+M in annual revenue. Responsibilities include overseeing contract execution, managing programs, conducting strategic planning and capture, developing new business leads, and negotiating teaming agreements. Scope of contracts includes: Agile Development, DevOps, CI/CD, User Experience design, help-desk, and software operations and maintenance.



### Senior Director BD and Account Manager-CMS/HHS Programs

SRA, a CSRA company  
Aug 2013 - Dec 2015 · 2 yrs 5 mos  
Baltimore, Maryland Area

Business Development Lead assembling and driving winning team for \$25B SPARC IDIQ. Led BD activities for multiple contract wins totaling over \$100M

Full P&L responsibility for 300+ staff and \$95+M in annual revenue. Manage programs and business development activities within the CMS, FDA, HRSA, and ACF. Responsibilities include overseeing contract execution, managing programs, conducting strategic planning, developing new business leads, negotiating teaming agreements, constructing proposal pricing, and leading technical proposals.



### Director

General Dynamics Information Technology  
Sep 2010 - Aug 2013 · 3 yrs  
Towson, MD

Roles have included:

Director over the 10 year, \$15B Virtual Data Center (VDC) IDIQ responsible for management of the overall effort, execution of VDC business and technical strategy and working to form strategic relationships with industry partners in the pursuit of business opportunities

IT Director for two major O&M programs that generate over \$30M in annual revenue - the Retiree Drug Subsidy (RDS) program (rds.cms.hhs.gov) and the Early Retiree Reinsurance Program (ERRP) (www.errp.gov) - both CMMI level 4 software efforts

Capture Manager for business development opportunities up to \$60M in total contract value

Lead Director on GDIT's \$5B Enterprise Systems Development (ESD) IDIQ contract with CMS. Leads a team of GDIT executives that works internally and with industry partners to develop strategies to protect the base of existing work and expand GDIT's footprint.



### Sr. Manager

PricewaterhouseCoopers  
Sep 2006 - Sep 2010 · 4 yrs 1 mo



### Program Manager

Northrop Grumman  
1999 - 2006 · 7 yrs 1 mo



### Baltimore Gas & Electric

7 yrs 1 mo

#### • Substation Construction Project Manager

1994 - 1998 · 4 yrs 1 mo

#### • Nuclear Control Technician - Calvert Cliffs Plant

1991 - 1994 · 3 yrs 1 mo



### Nuclear Reactor Operator

US Navy  
1987 - 1990 · 3 yrs 1 mo  
USS Theodore Roosevelt (CVN-71), Norfolk, VA

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