

## PROFILE

Inspirational, dynamic, and proven leader achieving a history of success in a broad array of challenging senior executive level military and corporate positions. Excelled in parallel careers concurrently serving in the U.S. Navy Reserve while employed in the private sector. More than 20 years of program management, business development, and training experience in both the Federal and private corporation sectors. Operational strategist, innovator, and tactical leader with established track record in enterprise-wide initiatives focusing on building value and results with sustainable, profitable growth.

## CORE COMPETENCIES

- Executive Leadership
- Program Management
- Operational Planning
- Top Secret Security Clearance
- Project Management
- Team Building and Collaboration
- Business Development
- Energy Management Strategist
- Strategic and Tactical Visionary
- Organizational Alignment
- Aviation Training and Instruction
- Command and Control (C4ISR)

## PROFESSIONAL EXPERIENCE

### **President, Focus Management LLC**

**June 2014-Present**

Focus Management is a solution oriented company specializing in developing and implementing solutions in the fields of aviation safety systems management and energy sustainability.

### **InScope International, Reston, VA**

#### **Vice President, National Security and Mission Systems**

**November 2006-June 2014 (Minimum of 40 hours per week)**

InScope is a large technology innovation firm that is aligned with national security and public policy issues. It creates engineering, information technology and training solutions that address global challenges in energy, healthcare, financial service and national defense. Its core competencies center on technology commercialization, workforce development and enterprise solutions.

Recruited to spearhead the startup of the company's Federal division in response to the realignment of its corporate strategy from a strictly Information Technology (IT) organization to a solutions based entity. Key leader in positioning the company for dynamic change and profitable expansion through

the development of a multiyear strategic road map that focused on short term revenue growth with medium and long term innovation solutions guaranteeing sustainable growth and profitability. Provided leadership, strategic oversight, and operational direction to assist in creating technology, engineering, and training solutions that addressed complex issues in energy, healthcare, housing, and defense. Drove the radical realignment of a small company from a one-dimensional software development enterprise into a very successful large company with core competencies in technology commercialization, workforce development and enterprise solutions by development of innovative, “Big Picture”, driven strategies directly leading to the growth of revenues from scratch to \$30 million in three years through the successful delivery of the following projects:

- Developed, implemented and led an innovative plan to build from the ground up an immediate self-supporting Federal Division concentrating on the Department of Defense (DOD) and the Federal Aviation Administration (FAA) that resulted in generating revenue from zero to \$ 30 million during the ensuing three year period.
- Instrumental in the commercialization of an innovative energy management system that led to the establishment of a wholly owned subsidiary company that focuses on energy sustainability (metering, building performance and energy security) as well as building resource management with artificial intelligence applications.
- **Enfuse Energy Performance System:** Commercialized a Small Business Innovative Research (SBIR) technology awarded to support future US Navy Unmanned Underwater Vehicles (UUV) by transitioning the innovative solution to include not only robotics but integrated and applied the capability to commercial buildings. Numerous patents were granted for associated work.
  - **Joint Improvised Explosive Device Defeat Organization (JIEDDO)/ Joint Center of Excellence (JCOE):** Provided project management, technical expertise and training support services to JIEDDO-JCOE and the Army Center of Excellence (ACOE) to improve the quality of Counter Improvised Explosive Device (C-IED) training at designated First Army Mobilization Training Centers (MTC).
  - **Military Sealift Command (MSC):** Managed a team providing services in the primary roles of Shipboard Information Technology (IT) integration support, Shipboard and Public Key Infrastructure (PKI) Information Assurance (IA) and Technical Integration Management (TIM) support under the Military Sealift command’s (MSC) Information Technology Afloat Operations Support Services contract.
  - **Automated Battle Management Aid (ABMA) within Command and Control Rapid Prototype Continuum (C2RPC):** Spearheaded the award and delivery of a Phase II.5 SBIR in support of PEO C4I PMW-150 and the Office of Naval Research (ONR). The Automated Battle Management Aid (ABMA) tool is in a Phase III commercialization effort for integration into the US Navy’s C2RPC program. The ABMA is a decision modeling tool that integrates a set of weapons, sensors, platforms, warriors, networks, and command and control (C2) systems for the express purpose of performing specific network-centric operational planning and tasking. Mission area integration of these assets would support the engagement chain, providing operationally critical information throughout the end-to-end engagement chain process in the operational level of war (OLW).
  - **National Training Center (NTC), Fort Irwin Operational Live Fire Training Facility:** Developed relationships, captured the business, negotiated the contract and served as the Project Manager for large complex projects requiring unique management skills and in-depth knowledge of the Department of Defense infrastructure. Managed and delivered on budget the world’s largest operational live fire training range (CIED training/operation

training facility) located at the National Training Center (NTC), FT Irwin in support of the Joint Improvised Explosive Device Defeat Organization (JIEDDO).

- Computer Assisted Maritime Threat Evaluation System (CAMTES):

Successfully delivered and deployed to the US Navy's Sixth Fleet Maritime Operation Center (MOC) a timely, economic, innovative and powerful solution to enable the United States Navy and partner nations in the NATO alliance to increase and significantly improve Maritime Domain Awareness (MDA) in the Mediterranean Sea.

- Counter Radiation Electronic Warfare (CREW): Delivered a capability in conjunction with JIEDDO Test Board (JTB) that is a theater support business process automation solution to expedite the exchange of information for IED events in the US Central Command (CENTCOM). The application will support the Counter Radio-Controlled Electronic Warfare (CREW) effort in the collection of in theater information to improve the efficiency of counter IED methodology as well as increasing the operational effectiveness of CREW.

- US Navy Maritime Operations Centers (MOC): Provided MOC training teams composed of subject matter experts to train and certify US Navy decision makers in the planning, assessing and execution of operational level command and control functions in accordance with assigned missions within the scope of the US Navy's Maritime Strategy.

#### **Northwest Airlines**

#### **Commercial Airline Pilot (Captain, First Officer and Flight Engineer)**

**May 1985-November 2006 (Minimum of 40 hours per week)**

Pilot A-320, DC-9, B-757, DC-10 (Flight Engineer), B-727 aircraft

Captain A-320 and DC-9 commercial aircraft

- Accumulated approximately 18,000 mishap free flight hours
- B-727 Flight Engineer Simulator instructor and flight engineer check airman.
- B-727 Flight Engineer Line Oriented Experience (LOE) instructor and Line Check Airman (LCA).
- DC-9 Flight Simulator Captain instructor and Captain Check Airman.
- DC-9 Captain Line Oriented Experience (LOE) instructor, Captain Line Check Airman (LCA), and Initial Operating Experience (IOE) Instructor.

#### **US Navy Reserves**

#### **Captain (O-6), USNR (ret)**

**May 1985-January 2001**

NR ONR (Office Naval Research)/ NRL (Naval Research Lab); Commanding Officer

NR SPAWAR (Space and Naval Warfare Systems Command) HQ 213; Commanding Officer

NR NAS Agana, Guam; Commanding Officer

NR Commander, Naval Air Force Atlantic Fleet (COMNAVAIRLANT); Executive Officer

NR USS Eisenhower (CVN-69); Executive Officer

NR NAS Agana Guam; Executive Officer

- As Operations Officer (Department Head Tour) of Fleet Replacement Squadron RVAW110 responsible for the development of syllabi, scheduling of instructor, student and aircraft assets for both pilot and Naval Flight Officer (NFO) training (approximately 20 aircraft, 100 students and 4 simulators). Personally recognized and the squadron was awarded Navy Unit Commendation medal for operations and safety record

during my leadership. Record throughput to the fleet of highly trained and proficient Combat Information Control Officers and carrier qualified pilots was unprecedented.

- While serving as Commanding Officer of Navy Reserve units commands were recognized as finalists for both the Captain Robert I. Barto Trophy (best Naval Air Reserve reinforcing/sustaining unit) and the Naval Surface Reserve Force Leo V. Bilger award for excellence in mission effectiveness.

- Influential member of leadership team that was driving force in the stand-up of high level Navy Reserve units utilizing assets in Midwest region impacted by Base Realignment and Closure (BRAC) drawdowns to support Fleet Operations Centers and numbered Fleet strike forces during joint exercises and global crisis situations.

- Completed three successful US Navy Reserve command tours leading operational, acquisition, and research and development (R&D/S&T) units supporting a broad spectrum of US Navy missions. Also completed three successful Naval Reserve Executive Officer tours in major staff, aircraft carrier and shore establishment billets.

#### **U.S. Navy Active Duty**

##### **E-2B/C Carrier Airborne Early Warning Command and Control**

**June 1976- May 1985**

VAW 110 (Fleet Replacement Training Squadron); Instructor Pilot (Flight & Simulator), Operations Officer Department Head, Schedules Officer, Maintenance Quality Assurance (QA) Officer, NATOPS Safety Officer

VAW 112 (Operational Squadron); Pilot, E-2B/C Carrier Aircraft Plane Commander, USS Nimitz (CVN- 68), USS Constellation (CV-64)

#### **EDUCATION**

**U.S. Naval Academy, Annapolis, MD;** Bachelor of Science in Mechanical Engineering