

GAVIN GREGORY GREENE

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EXPERIENCE

The Buffalo Group, Reston, VA, Vice President, Corporate Business Development, 2013-Current

- Strategic thought leader responsible for building the strategic direction, pipeline and business development efforts within the federal market including the intelligence community, DoD and fed/civ markets.
- Lead a team responsible for business development, capture and proposal including 5 capture managers.
- Responsible for shifting the company's focus from mission support to IT support contracts including but not limited to C4ISR, Cyber and other IT solutions.

CACI International, Fairfax, VA, Director, Corporate Business Development, 2010-2013

- Strategic thought leader responsible for building the strategic direction, pipeline and business development efforts within the intelligence community including but not limited to NGA, NRO, DIA, NGIC, other intelligence agencies, NASIC and other DoD customers.
- Led a team responsible for business development growth within certain intelligence community markets including but not limited to C4ISR, geospatial, cyber, and other IT solutions.
- Responsible for the Account Plans for NGA and NRO customers.
- Won over \$500m in business. Recipient of the CACI Pinnacle Award (highest award available for Business Development).
- Won all re-compete efforts. Responsible for over 500% growth at NGA from 2010 to present.
- Responsible for certain strategic captures that I brief to the CEO of CACI.
- Won an over \$80m cyber security effort.
- Responsible for growth on CACI's DIA SIA vehicle.
- Responsible for developing new strategic business partner relationships.
- Led participation in marketing conferences, shows and symposiums.
- Assisted with acquisitions of companies and contracts for the growth of CACI business including the acquisitions of Technographics and Applied Systems Research.
- Responsible for capture management on certain efforts including NGA RDAS and grew it over 75 FTEs.
- Selected and completed CACI Worldwide Management Fellows Program-18 month intensive leadership and business development training. Less than 1% of CACI employees are selected.
- Acted as an official mentor within CACI's mentoring program to more junior employees.

Harris Corporation, Chantilly, VA, Director of Business Development, 2008-2010

- Responsible for business development efforts within the geospatial community including but not limited to NGA, NRO, other intelligence agencies, the Commands, civil agencies, and commercial partners.
- Responsible for over \$150m a year in business development.
- Conducted business development strategy for five year plan in coordination with business line director.
- Led identification and qualification efforts for new business opportunities.
- Expand current and develop new strategic business partner relationships.
- Spearhead obtaining sufficient direct sell and bid and proposal money to support business objectives.
- Maximize Harris' share of Prime and Subcontracted new business opportunities.
- Led capture management role for major program pursuits within GEOINT business area.
- Led participation in marketing conferences, shows, and symposiums.

Northrop Grumman IT TASC, Chantilly, VA, Director of Enterprise Architecture, 2003-2008

- Responsible for direct support to the offices of the CIO and Chief Enterprise Architect for NGA including Enterprise and Data Architecture, Enterprise Standards, and Portfolio Management.
- Responsible for profit and loss on subset of EE contract (750m).
- Provided leadership and strategic direction for multi-contractor team consisting of 43 architects and engineers in support of the office of the CIO and Chief Enterprise Architect and additional responsibility for over 50 functional architects and engineers in support of NGA overall.
- Responsible for orchestrating architecture milestones for major acquisitions within NGA including approval via oversight committees including both the DNI and J-6.
- Created and managed the Enterprise Architecture and portfolio process for NGA.
- Perform senior level outreach with NGA mission partners including but not limited to CIA, DoD and DIA.
- Responsible for business capture and successful proposal efforts. Possess a 90% win rate.
- Developed business on \$750m Enterprise Engineering contract and SMARTS contract with NGA.

- Managed the Architecture Planning Section (10 additional FTEs) including performance evaluations and compensation, career development, and budget requests.
- Responsible for profit and loss as the program Manager for GKB Program for NGA. Manage schedule, quality and delivery for a multi-million, multi-team program with 19 FTEs from capturing new business to executing contract and financial requirements. Provide leadership and strategic direction for multi-contractor team.
- Project Manager for classified Homeland Security effort (5 FTEs).
- Managed customer relationship and engagement activities with the ability to tackle complex problems.
- Facilitated strategic planning exercises with directorate level Intelligence Community (IC) customers.
- Program Manager for strategy and transformation work for a DoD customer.
- Led a proposal effort to win a multi-million dollar contract with a new DoD customer and won the work.
- Managed (Program Manager) all commercial contracts including a contract for a multi-million dollar steel company within the Management Consulting Department. Led proposal effort and won the contract.
- Conducted six sigma and lean enterprise management for a variety of clients.
- Conducted and lead change management engagements with IC and DoD organizations including NRO and NGA with a 100% success rate. Create, maintain and report on metrics during the engagements.
- Coached IC organizations such as NRO through Accelerated Performance Improvement (API) efforts.
- Translated strategic plans into action plans with measurable targets for public and private sector clients.
- Lead for cross-company organizational change management team for GGMA program within NGA.
- Trained customers in strategic planning, business process re-engineering and conflict resolution.
- Created and taught a class on performance management to other Northrop Grumman employees.

Science Applications International Corporation (SAIC), Washington DC, Strategic Analyst, 2001-2002

- Led a change management initiative for the Office of Strategic Information and Technology Development.
- Led an effort to train INS managers on how to conduct business cases for technology investment.
- Analyzed and altered business practices and rules regarding DHS and DOS information sharing initiatives.
- Conducted software development and implementation for information technology (IT) investment for INS.
- Led implementation of DataShare Immigrant Visa System at over 200 ports for DHS.
- Consulted US Space and Missile Defense Command concerning compliance issues on the START treaty.
- Conducted futures analysis for the US Army concerning the post-ABM Treaty environment.
- Directed and supported business development projects for potential government and commercial clients.
- Created performance metrics for US Army Human Resources on the Army Transformation Initiative.
- Completed project management courses as well as technical training courses.

Raytheon International, Rosslyn, VA, Deputy Director for Business Development, 2001

- Led strategic marketing including market penetration activities across the company.
- Conducted an internal BPR project for the Vice President of Strategic Operations.
- Briefed the CEO of Raytheon Intl. weekly on business development projects for the entire company.
- Designed an information system allowing the business development department to better staff projects.
- Led European business development projects (up to 10m) for potential NATO member countries.
- Participated in the Raytheon Six Sigma Leadership Development Workshops.

Office of Management & Budget's Program Support Center, Rockville, MD, Consultant, 1999-2000

- Designed a billing system that automatically invoiced buyers through the Internet. Utilized Oracle database 8i and Check Point Software Technology's Firewall-1 product to increase efficiency by 40%.
- Managed 6-person team to provide business solutions and headed implementation process at OMB.
- Led a marketing campaign targeting potential private sector markets to increase revenue by 26%.

Merrill Lynch, Northbrook, IL, Market Analyst, 1996-1998

- Analyzed financial data (P/E Ratios, Betas, etc.) for investments and recommended actions to clients.
- Led business development initiatives and increased clientele by 17%.

EDUCATION

M.B.A., Kogod School of Business, American University: May 2001. GPA: 3.66/4.0, Concentration: 4.0/4.0

M.A.I.A. (Master of International Affairs), SIS, American University: May 2001. GPA: 3.95/4.0

B.A. in Political Science and Conflict Studies, Depauw University: May 1999

Project Management Professional (PMP), PMI Institute: May 2007

Certificate Pending (Executive Management Certificate), Darden School of Business, University of Virginia

Certificate (Process Management Certificate), George Mason University: October 2004

Green Belt (Six Sigma), Private Course Work: October 2005

Certificate (Capture Management Certificate), Shipley Associates: November 2005; March 2011

SKILLS

Work

- Business development, capture management, strategic planning, proposal writing, program planning and management, BPR, financial analysis, performance management, enterprise architecture, manage people cross-functionally, change management, software development, requirements analysis, systems integration

IT

- Architecture Frameworks: IBM RUP/SE Architecture Framework, DoDAF 1.5, Federal Enterprise Architecture (FEA), Zachman, S.O.A. (Service Oriented Architecture), IBM's On Demand Operating Environment (ODOE), Systems Life Cycle: Requirements Management, Use Case Modeling, Rational Unified Process/System Engineering (RUP/SE), Object Oriented Analysis & Design, UML
- Tools: Rational RequisitePro, Rational Software Architect, ClearQuest, ClearCase, Rational Rose, Rational TestManager, QSS Doors, ERwin, Telelogic-System Architect, Oracle 11g, ARCGis
- Operating Systems: Solaris, MVS/XA, DOS/VSE, TSO, Windows XP and 2000
- Data Access: Oracle, Sybase, DB2, DATACOM, VSAM, ISAM, SAM
- Languages/Web Technologies: UML, Java, C, Pascal, SQL, SQL*PLUS, SQR ReportWriter, PL/SQL Language, COBOL, JCL, CICS, RAMIS, Weblogic, Websphere, SOAP, XML

Languages

- Spanish

PUBLICATIONS, CLEARANCES and AFFILIATIONS

- TS/SCI clearance w/ C.I. Poly
- Five C clearance- Department of Justice
- Published "The Applicability of Arms Control to Information Warfare" in Swords and Ploughshares
- Member- National Defense Industry Association
- Member- United States Geospatial Intelligence Foundation (USGIF), Planning Committee
- Chair- USGIF Steering Committee for Small Business Advisory Working Group
- Member-American Society for Quality
- Member-Sigma Alpha Epsilon
- Member- Project Management Institute
- Member- Toastmasters International
- Member- AFCEA
- Member- National Defense Industrial Association
- Member- Bull Run Civil War Roundtable
- CACI Fellow