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## **QUALIFICATIONS SUMMARY**

Vision for results with innovative ideas and a pioneering way of achieving results.

- Experienced Executive with a strong technical background and excellent communications skills.
- Proficient in electrical utility substation, data center, and general Electrical Engineering practices.
- Strong program and project management skills that can be applied to any role.
- Experienced with engineering, building, testing and commissioning of electrical substations, data centers, utility scale solar facilities, & local and federal government facilities.
- Proven track record of revenue growth for assigned teams, including expansion into new markets.
- Proven ability to communicate across all levels of an organization to accomplish goals.
- Observant of workplace, able to identify more efficient and cost-effective practices.
- Strong analytical, planning, and strategy skills that can be applicable to any organization.
- Multicultural international experience in Africa, Western Asia, South America and Canada.

## **PROFESSIONAL EXPERIENCE**

### **FIDELIS SERVICES**

**2020-PRESENT**

*(Management Consulting Service)*

#### ***Independent Management Consultant***

Responsible for independently evaluating business practices at companies that are experiencing growing pains, identifying deficiencies, and recommending strategic improvements to business leadership teams.

- Working with various stakeholders including C level, managers, and technical personnel to identify and implement best practice solutions that are effective for that specific company.
- Utilizing my unique background to identify areas for improvement within organizations, and assisting with the implementation of new processes to achieve intended results.
- Significant experience addressing and improving internal communications, cultural deficiencies, organizational structure, as well as process standards and execution.

### **VELOFIX MOBILE BIKE SHOP**

**2017-PRESENT**

*(Family Owned Local Mobile Bicycle Shop)*

#### ***Partner***

Providing strategic guidance and oversight for the local Velofix mobile bike shop servicing retail, corporate, and government customers in the Washington DC Metro area.

- Served as a key member of the ownership team that started up a self sustaining franchise location from the ground up, including customer acquisition, marketing, hiring and training new employees, and managing operations. Currently operating teams across 5 franchise locations in Northern Virginia, Washington DC, and Montgomery County, MD.
- Successfully executed an acquisition of a neighboring franchise business to expand the business footprint and take advantage of the economies of scale and expanded customer base.
- Achieved consistent growth year over year, exceeding 100% growth each year for the first three years of business. Currently on track to exceed 100% growth for the current fiscal year.
- Secured and successfully completed multiple government contracts with local law enforcement, Department of Homeland Security, Federal Protective Services, Metropolitan Washington Airports Authority, US Army 75<sup>th</sup> Ranger Regiment, and the United States Secret Service.

## **ELECTRIC POWER SYSTEMS - Maryland Heights, MO**

**2008 to 2020**

*(Electric Power Systems is an Electrical Testing & Engineering Organization specializing in installation, testing, commissioning, & maintenance for Utility, Renewables, Data Centers, & Commercial Facilities.)*

### ***Head of Strategic Initiatives (2019-2020)***

Developed strategies with Senior Leaders to strategically enhance and grow the company, primarily in the data center and mission critical industry. Identified priorities and evaluated strategic initiatives seeking process improvement opportunities to enhance processes, structure and other value add options. Reported to the CEO and outlined a path to a 30% revenue growth

- Developed and started executing a growth strategy to create a new division of the company to serve the mission critical sector, including implementing training programs.
- Led the execution and roll-out of new initiatives, processes and procedures and served as a change management leader across the company. Lead process improvement and redesign initiatives to promote overall process efficiency and effectiveness, including changes to operating processes, procedures, and systems as well as complex, cross-functional implementation projects.
- Served as a strategic advisor and consultant within the company for major projects and potential opportunities, primarily within the data center and solar industry.

### ***Mid-Atlantic Regional Director (2011-2020)***

Oversight and coordination of 5 Field Service Offices and a staff that averaged over 70 employees in the Mid Atlantic Region, including working with other teams throughout North America. Reported to the Vice President of Operations.

- Worked with individual office Sales and Operations Managers to grow regional revenue and profitability to consistently exceed established goals. Expanded and opened 4 new locations and grew regional revenue 500% over a 7 year period.
- Involved in multiple corporate initiatives, including technical operations standards, safety, human performance initiative rollout, and corporate marketing development.
- Responsible for overall project management including customer interactions, scheduling and project personnel coordination.
- Provided direction and vision to a growing region to ensure success throughout the organization.
- Managed union and non-union personnel, and negotiated union contracts as needed
- Direct involvement in federal and local government contracts and projects, including adherence to FAR, DFAR, and other applicable regulations.

### ***Technical Operations Manager (2010-2011)***

Served as an Operations and Project Manager on hundreds of electrical testing projects across multiple industries. Managed a staff of 15 field technicians, as well as handling back office support responsibilities, billing, and sales. Reported to the Vice President of Operations

- Responsible for establishing and maintaining profitable relationships with customers and for actively prospecting for new accounts and maximizing sales potential with existing customers.
- Tasked with growing office revenue and profitability to exceed industry averages.
- Responsible for overall project management including scheduling and project personnel coordination.
- Managed union personnel across multiple IBEW local territories throughout North America.

### ***Senior Relay Technician (2008-2010)***

Engineering, commissioning, and testing of high voltage protection systems and equipment 15kV-345kV. Reported to the Operations Manager.

- Served as a Lead Relay Technician on projects including relay change outs, breaker replacements, protective scheme enhancements, communications upgrades, and more.
- Supervised and/or conducted relay testing, including end to end scheme testing on complex protection schemes.
- Certified as a Level 3 Technician by NETA (International Electrical Testing Association).

**AMERICAN ELECTRIC POWER** – Tulsa, Oklahoma

**2006-2008**

*(Electric Utility)*

***Electrical Engineering Protection and Control Technical Support***

Served as a technical resource and change manager in an evolving workplace, supporting experienced field technicians during a transition from legacy devices to modern digital protection devices.

- Supported Transmission Protection and Control field technicians in any way necessary
- Engineering and integration of high voltage protection and control equipment and schemes.
- Commissioning and troubleshooting of digital relays, communications equipment, and other devices.
- Implemented new standards based on changes in industry practices and available technology.
- Responsible for designing relay test procedures and assisting with field testing when necessary.
- Worked to integrate new technology with dated legacy protection systems and equipment.

**PRECISION COMPONENT MANUFACTURING** – Oklahoma City, Oklahoma

**2004-2006**

*(Custom Construction Material Manufacturer)*

CAD Drafter

- Design and CAD drafting for custom wood products for residential and commercial applications

**SMITH & PICKEL CONSTRUCTION**– Oklahoma City, Oklahoma

**2001-2004**

*(General Contractor)*

***Assistant Project Manager***

Supported a large Project Management and Project Executive team during the construction of major government, commercial, healthcare, and institutional facilities.

- Heavily involved with scheduling, subcontractor bidding, specification review, and CAD drafting
- Responsible for managing technology needs across the company, including IT and phone systems

**UNITED STATES MARINE CORPS** – Camp Pendleton, CA

**1999-2000**

***Combat Engineer***

**EDUCATION**

B.S. in Electrical Engineering Technology, Oklahoma State University – Stillwater, Oklahoma

U. S. Marine Corps Specialized Training: Leadership Skills, Teamwork, Personal Responsibility

**CERTIFICATIONS / PROFESSIONAL ORGANIZATIONS**

Virginia Class A General Contractor License

PMP Certification (Project Management Professional) pending

**COMMUNITY ACTIVITIES**

Special Olympics Volunteer

*(Team Coach, Partner)*

Bikes for the World Program Leader

*(Managed multiple donation bike drives)*

Trail Liaison for Mid Atlantic Off-Road Enthusiasts

*(Trail Designer & Manager, working with Prince William County Parks to advocate and build new trails)*