

C. Joseph McNeily

Chief Operating Officer (COO)

Creative and resourceful senior executive instrumental in the capture and growth of over \$1.6 billion in new business

SUMMARY

- Senior sales / business development executive with over 20 years of experience in strategic planning, operations management, business development, and capture management. Experienced in operations and business development resulting in the capture of new business programs and the launch of profit centers. Skilled in forming creative strategies that overcome constraints and energize high-profit growth. Place a special emphasis on empowering others and expanding their potential. Encourage clients and direct reports to take on new challenges allowing them to tap into their talents more fully contributing to each organization's success.
- Led and contributed to the win of over \$1.6 billion in new business within the Professional Services, Information Technology, and Intelligence markets.
- Talent for overcoming constraints and isolating competitive advantages to capture new business using creative, price-sensitive strategies: 'Price-to-Win – Manage-to-Profit'.
- Open and inclusive communicator, problem solver, and engaging leader who stimulates positive commitment ... Spark peoples' desires to transform vision into reality
- Author, Speaker & Advisor: 'Critical HR Focus Points Integral to New Business Development'; 'What You Should Expect from Your HR Department'; and 'Supportability Parameter Management'

KEY ACCOMPLISHMENTS / EXPERIENCE

Executive Consultant – SJ Consulting, Manassas, VA: 2007-2016

- As a creative and entrepreneurial senior executive instrumental in the capture and growth of over \$1.6 billion in new business, offering over 20 years of experience in launching and developing energized high-profit operations. Experience includes engagements with multi-billion dollar public and private corporations, as well as small businesses (8(a), WOSB, SDVOSB, and SDB). Led winning captures of new and re-compete business within the Professional Services, Information Technology, and Intelligence markets. Providing a new perspective to a sales of business development program, coupled with creative, price-sensitive strategies, skills contribute to overcoming constraints and identification of competitive advantages. Open and inclusive communicator and problem solver who stimulates positive commitment and sparks peoples' desires to transform vision into reality.

Chief Operating Officer & Executive Vice President – iGATE Government, McLean, VA: 2011-2014

- Opened the federal market for a \$1.5B commercial, professional services corporation that had no prior federal experience... Led the corporate culture change and alignment of CMMI / PCMM Level 5 capabilities to effectively compete and then perform in the federal marketplace... Isolated the

company's critical competitive advantage: 'A fresh business perspective for federal and state government customers backed by 27 years of experience enabling mission critical success for Fortune 500 clients' ... Implemented DCAA / CAS / FAR compliant business and accounting processes ... Closed over \$20M in new business in the 1st year with 2 single-award contracts with the State of Hawaii, Judiciary and 3 performing federal-level task order contracts... Designed the Strategic Sales Plan to sell the State of Hawaii service line to all other State Judicial Branches... Orchestrated the company's 1st \$1.0B Full & Open capture ... Leading a \$400M pursuit for a single-award BPO contract to formal negotiations... Managing an active (proposals in evaluation) pipeline of over \$2.0B ... Formed over 100 strategic alliances across each socio-economic business type - gained direct access to target customers.

Senior Vice President, Strategic Planning – Metters Industries, McLean, VA: 2010-2011

- Formed and led the company's sales organization... Led the company's \$1.0B Full & Open capture... Built a Strategic Alliance network comprised of 49 customer-facing companies.

Vice President & General Manager - Day & Zimmermann, Philadelphia, PA: 2008-2010

- Crafted, launched, staffed, and developed the Government Technical Solutions Division... Secured over \$25M in funded subcontracts contracts... Orchestrated sales strategies that overcame barriers to entry by leveraging intra-company resources and corporate-wide past performance... Established brand identity in the federal market.

Vice President, Business Development – QSSI, Gaithersburg, MD: 2007-2008

- Led entry into the defense & national security market... Built sales processes leveraging the company's strengths in civilian agencies... Planned and coordinated teaming partnerships, strategic alliances, and joint ventures... Facilitated receipt of a Top Secret facility clearance.

Director, Corporate Development & Contracts – RDR, Centreville, VA: 2005-2007

- Delivered \$500K in new business revenue within 6 months of launching the human capital management division... Devised the course of action, set long-range goals, and near-term tactical initiatives that positioned this small business to benefit from its rich 20-year history.

Vice President, Intelligence Systems – CACI International, Arlington, VA: 2003-2005

- Produced revenues of \$35M+/year generating 16% net profits/month over a 24 month period by empowering customer-facing managers... Achieved a funded contract backlog in excess of \$150M... Developed and led a 250+ person internationally-deployed intelligence technical services division.

Vice President, Operations – Avalon Integrated Services, Arlington, VA: 1997-2000

- Captured new business yielding a 170% net profit increase by establishing strategic pricing direction, revenue targets, and operating budgets... Increased revenue from \$8M to \$12M/year... Engaged the staff and increased retention to 90%.

Vice President & Founder, Strategic Planning – Cardinal, Vienna, VA: 1993–2003

- Corporate development and planning. Organized, led, and managed multiple opportunities.

Director, Logistics – Ford Aerospace, Palo Alto, CA: 1988-1993

- Built a \$25M/year business unit from a single \$40K purchase order... Re-energized customer relationships through streamlined operations directing a \$50M segment of a \$385M modernization contract ... Increased profits by 25% with design / deployment of a new logistics management process... Captured a 31% per contact savings by co-designing the CATDDS System.

EDUCATION

- MBA, Colorado Technical University, Colorado Springs, CO
- BSBA, Management, Colorado Technical University, Colorado Springs, CO

CAREER DEVELOPMENT PATH

- COO & Executive Vice President ... (2013 – Present – NBS Enterprises, LCC, Leesburg, VA 20176)
- Executive Consultant ... (2007 - 2016 – SJ Consulting, Manassas, VA)
- COO & Executive Vice President ... (2011 - 2014 – iGATE Government Solutions, McLean, VA)
- Senior Vice President, Strategic Planning ... (2010 - 2011 – Metters, McLean, VA)
- Vice President & General Manager ... (2008 - 2010 – Day & Zimmermann, Philadelphia, PA)
- Vice President, Business Development ... (2007 - 2008 – QSSI, Gaithersburg, MD)
- Director, Corporate Development & Contracts ... (2005 - 2007 – RDR, Centreville, VA)
- Vice President, Intelligence Systems ... (2003 - 2005 – CACI International, Arlington, VA)
- Co-founder & Management Consultant ... (1993 - 1997 / 2000 - 2003 – Cardinal, Vienna, VA)
- Vice President, Operations ... (1997 - 2000 – Avalon Integrated Services, Arlington, VA)
- Director, Logistics Operations ... (1986 - 1987 / 1988 - 1993 – Ford Aerospace, Palo Alto, CA)