

## Natasha J. Schebella

*Creative and entrepreneurial senior executive instrumental in delivering competitive advantages and performance enhancements to customers requiring uncompromised mission success*



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### **Objective**

- Senior Executive Consultant with accountability for Human Capital and Talent Management

### **Education & Certifications**

- B.S. Psychology, George Mason University - December, 1990
- “AIRS” Certified, Unisys 1998
- “Targeted Selection”, Certified, Unisys 1998

### **Summary**

- Over 20 years of leadership experience with multi-billion dollar public and private clients winning new and re-compete business within the Professional Services, Information Technology, and Intelligence markets. Diverse background spans the Information Technology spectrum. Leading edge Senior Consultant in the Federal Government with contacts in sales, finance and IT arena. Focused on delivering highly qualified professionals in quick order, satisfying the customer and exceeding everyone’s expectations.
- Highly motivated performer who builds shareholder value through customer-focused employee engagement and stakeholder partnership. Ability to capture and expand business leads concerning new and existing contracts.
- Skilled trainer with the necessary education and personality to lead, motivate, and inspire new and experienced companies with the development of Human Capital Management, Talent Acquisition, Strategic Planning, Business Development, and Proposal Management and Development processes and solutions.
- Open and inclusive communicator, problem solver, and engaging leader who stimulates positive commitment ... Spark peoples' desires to transform vision into reality
- Very active in the industry, conducting seminars and contributing to publications. Numerous contacts in all major IT corporations: public, private, and government-based in the Northern Virginia area and abroad. As a Senior Consultant at various IT firms in Northern Virginia, with a deep understanding of the IT environment, developed long-lasting relationships for business success and growth.
- Written up in the Technical Journal “Infoworld” for industry wide recognition of recruiting talents
- Clearance: Top Secret – Current & Active

## Skills

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- Skilled at creating winning strategies that overcome constraints and reveal competitive advantages.
  - P&L Center Leadership
  - Strategic Planning
  - Capture Management
  - Business Development & Sales
  - Price-to-Win (PTW) Analysis
  - Staff Development
  - Human Capital & Talent Management
  - Business Process Re-engineering

## Key Accomplishments / Career Development Path

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### **NBS Enterprises, LLC, Leesburg, VA (2004 – Present)**

Principal Executive Consultant ... CEO, President & Owner

- Conceived and built a Woman-Owned Small Business to a run rate of over \$3.0M at its peak, with a sustained average annual revenue stream of over \$1.5M ... Established Tactics, Techniques, Policies and Procedures, as well as enabling Systems to provide a sound operating infrastructure encompassing finance; human resources; compensation and benefits; security; contract management, delivery; and quality ... Identified and selected all outside support service providers, and negotiated and managed the associated service contracts ... Developed DCAA and DCMA compliant contract performance and finance control and reporting practices ... Organized the company into four lines of business that serve as market-responsive Delivery Profit and Loss centers of excellence ... Hired, trained, coached, and led management and support staff personnel ... Developed, organized, and delivered professional services encompassing: strategic planning, integrated solutions design; capture management; business development; executive advisory and consulting services; program management; business process optimization and re-engineering; system engineering and optimization; network operating center activation and operations; telecommunication system design and support servicing; e-Business and e-Commerce system development and deployment
- Won 7 high-profile contracts delivering professional and technical services to the U.S. Army, U.S. Air Force, Department of State, Department of Homeland Security, and select members of the U.S. Intelligence Community ... Orchestrated innovative Human Capital Management and Talent Acquisition solutions contributing competitive advantage to several multi-hundred million dollar proposals ... Designed the Triangle Methodology for Talent Management and Actionable Competitive Intelligence Collection and Processing ... Designed a partnership-focused staffing solution that delivers high-quality personnel to client positions at a price point that is 24% below industry average and aligns payment plans to client cash flow.

### **AlphaInsight Corporation, Arlington, VA (2003- 2004)**

Senior Executive Consultant

- Generated 10 million dollars in revenue by combining Human Capital Management, Business Development and Strategic Alliance Management expertise.

**NCS Pearson Government Solutions, Homeland Security, Arlington, VA (2002- 2003)**

Senior Lead Executive Consultant

- Organized and led the staffing team for the Transportation Security Agency (TSA) ... Hired 44,000 security screeners and 10,000 managers, reviewed 1.4 million resumes and created a ready pool of 125,000 candidates at 429 airports ... Developed the Human Capital Management and Engagement plans.

**UNISYS Corporation, McLean, VA (1997-2002)**

Senior Executive Consultant

- Accomplished Human Capital Management, Business Development, and Strategic Alliance Formulation for government and commercial contracts. Resolved contractual issues. Determined salary levels and compensation and benefits plans. Provided training and guidance to recruiters and hiring managers. Executed job fairs, found new firms, oversaw presentation and advertisements. Supported multiple contracts, numerous program managers, hiring managers, and attendant staff. Interfaced with customers, group managers, hiring managers and upper management on a daily basis.