



Earned Value & Financial Management

Summary:

Over twenty-five years of progressive experience in business operations related responsibilities including all aspects of cost management, finance, budgeting, earned value management (EVM), and proposal preparation. Responsibilities include work on both government and commercial contracts. Provide support and detailed analysis to DoD, Civil, and Commercial customers in business support functions.

Work Experience:

Lockheed Martin Business Process Solutions Director, Business Operations

2003 – 2008

Direct business team for aviation services line of business, holding responsibility for profit and loss reporting on contracts totaling over \$2.6 billion in revenue with annual sales in excess of \$315 million. Managed daily business functions of cost management, proposal development and negotiations, contracting, planning and scheduling, and procurement. Contract types included fixed price, fixed price development, time and material, and cost plus.

Supported environments grounded in earned value management (EVM). Implemented hardware and software development systems, time-phased cost and schedule integration, monthly variance analyses (cost, schedule, at complete) and customer reporting systems. Utilized commercial off-the-shelf software to accomplish successful EVM.

Audited and validated work accomplishments for EVM reporting. Working knowledge of Microframe Program Manager (MPM) and other EVM tools.

Lockheed Martin Information Technology Manager, Business Operations

1999 – 2003

Managed all cost management, proposal development, contracts, procurement, asset management, and performance management reporting functions for a large Lockheed Martin commercial data center located in the northwestern United States providing a wide array of IT infrastructure services. Helped develop key performance management indicators and implement their use.

Provided internal controls necessary to manage all costs associated with the data center including budget management, sales, margin, cash management, accounts payable, and customer invoicing.

For additional information, please call: 410.480.7160
AVeT, Inc.



Worked with IT organizations to develop cost and business proposal offerings for new business services. Prepared and reviewed financial options including development of total cost of ownership (TCO) and return on investment (ROI) analyses to present the most cost effective solution to customers.

Handled prime contract management for all IT agreements in the data center. Served as the focal point and repository for all customer correspondence and contract change modifications. Negotiated new business, service level, and other contractual changes.

**Lockheed Martin Missiles & Space
Business Operations**

1996 – 1999

Managed the daily business management and budgeting activities for Civil Space Programs. Responsibilities included finance, contracts, procurement, and planning for a \$400 million line of business.

Developed and managed the line of business discretionary overhead budgets and financial forecasting models. Served as a committee member for EOSAT, a joint venture of Lockheed Martin and Hughes Aircraft.

**Martin Marietta (pre-merger with Lockheed)
Business Operations**

1982 – 1996

Held positions of increasing responsibility in finance and business management organizations. Served as analyst, supervisor, and manager on multiple DoD contracts.

Education:

B.S., Business Administration
Nathaniel Hawthorne College, Antrim, NH

Core Competencies:

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| Cash Management | Earned Value Management | Financial Analysis |
| Profit & Loss Reporting | Proposal Development | Budgeting |
| Financial Forecasting | Planning & Scheduling | Contract Negotiations |
| Contract Management | Direct/Indirect Costing | Project Management |