**[Business Development Program Manager](https://www.postjobfree.com/resume/adziil/business-development-haymarket-va)**

**Location:**Haymarket, VA

**Posted:**September 06, 2023

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**Resume:**

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Executive Manager • Senior Program Manager • Defense Industry • Operations

Executive VP/Senior Program Manager/Operations Director with defense industry expertise in management, operations, technical product manufacturing, marketing, and engineering. Exceptional leadership skills in business development and new product launch. Ability to build, lead and motivate hi-tech teams. Proven skills in program planning/execution, facility development, implementation, manpower evaluation and equipment identification. Skilled in creating ‘top down’ estimates for ‘should cost’ bench marks on products and systems. A proven consensus builder during contract negotiations. Known for turning around negative business situations into positive profitable outcomes.

Prior Top Secret Clearance

Strategic Planning

Government Compliance

Business Development

Team Leadership

Employee Development

P&L management

Product Launch

Site Development/Launch

PROFESSIONAL EXPERIENCE

Management Consultant (Haymarket Virginia) (2014 -Current)

My Management Consulting firm is a continuation of the many years of experience as a senior manager for various companies, from multi-million-dollar firms to small individually owned companies. I draw on my technical / engineering background and operational experience to achieve success in product manufacturing, personnel development / retention and the quality of products or services, to develop customer satisfaction and a continued / expanded business base. I stress the support of business plans or goals and objectives to achieve a successful and profitable company. I rely on key elements of management -- business development, financial performance, contract structure and pricing, technical performance, customer interface, program team management, supplier management and program / business execution.

SAIC /Leidos – Innovative Employee Solution (Dayton, Ohio)

Senior Program Manager / Management Consulting (Mar 2013-2014)

Provided management support for business development and proposal activity. This includes but is not limited to, the writing of technical, cost and management sections for proposal activity, the development of engineering capabilities and manufacturing facilities, vendors, material selection and non-technical personnel and equipment.

The creation of relationships between companies, focused on the synergy of capabilities to broaden the business base of both companies and provide an exceptional product or service to the customer.

Spectrum Comm. Inc. (Newport News Va.) (Jan 2012 – Mar 2013)

Mid West Regional Manager / Program Manager (Dayton, Ohio)

Responsibilities for all aspects of Program Management/Regional Management /Site Lead. This includes Program Management, Proposal Management, Task Order and Contracts Management for the efficient and effective execution of tactical and strategic growth of the company’s business.

I have provided Business Development and Capture Management for a myriad of items of interest to the company and new business opportunities and programs.

Primary Responsibilities

Grow company business base through a variety of contract vehicles

Create proposals, capture strategies and growth roadmaps

Act as the local focal point for management of activities on IDIQ contracts

Provide program management support and coordination for complex projects using analytical, decision-making and problem-solving skills and expertise.

Provide program planning for budgets and schedules to meet contractual/ project requirements for a program

Create initial project directories and complete templates and forms to set up new projects

Conduct financial analysis of pricing exercises and financial contract management

Review invoices from vendors and provide invoices to customers

Coordinate with contracts for close out, modification or extension of task orders or contracts

ATK (Dayton, Ohio) (2005-2011)

Senior Program Manager

Provided leadership and direction for classified and unclassified programs from initial development to program implementation, product fabrication and delivery of highly technical products and product lines. Program focus directed towards customer satisfaction, quality, on time delivery and profitability.

Accomplishments:

Provided leadership in the creation of a new business line. Facilitated development of design and fabrication capability of UAV aircraft and provided marketing and sales initiative for the UAV product line. Managed facilities planning, manpower, capitalization of equipment, and cost of manufacture/sale pricing.

Oversaw new business ventures (classified) for Lo-Observable composite structures, their design and fabrication for use on major aircraft systems. Provided support in design, materials selection, manufacturing, and program management. Achieved on time delivery and returned 12 % profit.

Provided Senior Program Management leadership on startup classified programs which led to increased sales and multi-year programs.

Led a large technically challenged classified program which previously had many false starts. Worked with customer to re-establish technical base line, established a WBS and EVMS system for cost control and work flow, and provided effective program leadership. Delivered product to a customer approved revised date, while providing a 6% profit to ATK.

Proposed and won a large classified program that required new technology, multiple vendors and a short fabrication time to completion. (six months from design inception to delivery).

Managed languishing (DDX) radome program. Re-baselined program for technical requirements and specification compliance and then re-negotiated contract with customer. Developed a WBS and earned value system for project. Delivered test article within six months of involvement.

ATK (Dayton, Ohio) (2005-2007)

(Note –This was a dual role with the Senior Program Management position for the time indicated

Director of Operations

In conjunction with Senior Program Management role, directed daily operations of multi-plant (three) manufacturing facilities. Coordinated all technical, vendor and functional activities on a budget line of $4.5M for a $35M -$40M operation.

Accomplishments:

Oversaw the consolidation of composite, paint and injection molding manufacturing facilities and technical engineering personnel into one cohesive manufacturing operation. Created efficient work flows, cell environments and focused teams within operations and engineering, resulting in cost reductions of 20-30% from previous years.

Involved in procurement and plant layout of new 125K square foot facility that streamlined manufacturing processes and provided for future growth.

RADANT TECHNOLOGIES INC (Stow, Massachusetts) (1996-2005)

Vice President of Operations

Managed a profitable operation for a $9+M high technology company whose product line included composite/metallic designed and fabricated components for aircraft, naval and ground based structures Provided leadership to Program Management teams in the design and manufacturing of composite structural components. Developed long range marketing and forecasting plans for business development. Organized operational cost data information for proposals, and provided transition guidelines for projects from contractual award to implementation.

Accomplishments:

Instituted policies and procedures that provided for early product delivery resulting in improved customer satisfaction, cash flow, and operational cost reductions of 20%.

Created a balanced relationship between direct production cost and overhead indirect costs, resulting in production efficiencies of 14%.

Managed multiple disciplines including Engineering/Product Design, Mechanical Design/Material Processing, Procurement, Production, Quality Control and Facility Maintenance.

DORNE-MARGOLIN (Bohemia, New York) (1995-1996)

Director-Reinforced Plastics Business Unit

Developed and managed the reinforced plastic/composite business unit for a medium size ($36M) high technology company. Grew business base and managed daily operations of a 250 person manufacturing activity. Responsible for profitability of operation. Drafted sales and market strategy for short and long range planning. Managed engineering design concepts for proposal activity and cost reductions.

Accomplishments:

Created and implemented a new business unit that provided high quality reinforced plastic products. Developed marketing strategy and manufacturing capability that increased revenues by $.75M the first year.

Directed manufacturing operations from planning stages through the fabrication of products.

Managed a team of eighteen technical, two hundred production and 35 staff and support personnel.

NORTHROP GRUMMAN CORPORATION (Bethpage, New York) (1992-1995)

Technology Operations Program Manager – Aircraft Spare Parts

Managed the strategic planning of business, technical and operational performance for all aircraft and ground support spare parts and equipment of a $50M operation. Supervised the daily performance of all technical personnel, four methods, three tool design, two process and six liaison engineering individuals in the creation of spare part re-engineered estimates and schedules. Monitored fabrication activities/cost expenditures, and established program delivery goals and monitored results.

Accomplishments:

Managed a project team which developed technical and ethical standards for proposals of manufactured spare parts, resulting in improved customer satisfaction and a 15% increase in orders.

Managed team of fifteen technical staff members analyzing, altering or changing business and technical practices, resulting in increased profitability and savings.

Technology Operations Program Manager - Aircraft Programs

Supported Product Operations Director in a comprehensive program for supplying and installing aircraft upgrade packages to the Air Force. Provided support for business development activities. Coordinated all operational activities of the engineering, manufacturing engineering, tool fabrication and material departments associated with the project in successfully assuring time and quality commitments.

Accomplishments:

Identified causes of cost overruns on a major production program and facilitated all development and implementation of corrective action. Resulted in significant quality improvements and production cost reductions in excess of 40%.

Product Design Manager – Reinforced Plastic

Supervised, developed, and evaluated the product and manufacturing design activities of forty lead engineering, designers and N.C. programmers of manufactured details and assemblies. Administered and developed department policy, budgets and program schedules.

ADDITIONAL EXPERIENCE

Additional Project Management experience includes managing a reinforced plastics materials division, and directing a team of technical personnel in designing and fabricating a new product line in the automotive field.

Completed projects included: atomic fusion reactors; automotive body panels and assemblies; design and development of material for space vehicles and platform.

EDUCATION/TRAINING

New York Institute of Technology (Brookville, New York)

Bachelor of Science, Mechanical Engineering

Awards

ATK

oCustomer Excellence Appreciation Award - ‘Zulu’ Program – DOD

Radant Technology

oRaytheon Award to company for Early Delivery of Composite Radomes

Grumman

oProgram Management Presentation Award

oProject Sterling Award – Innovation and Improvement in Mfg. Operations

oEngineering Design - Material Processing - Manufacturing Award -- Fire Containment Material for all current Grumman Aircraft

Vendor Endorsement

oEngineering Design and Manufacture Award - ‘F-14 Drop Tanks’

Personal Interest

Skiing, Gardening, Model Railroading, Travel, Chess, Golf, Woodworking

Committee Member of the Grounds and Facility for the Regency Dominion Valley Country Club - Virginia

Committee Member of the Alternate Energy Task Force for the Regency Dominion Valley Country Club - Virginia

Co-President of Regency Model Railroad Club – Virginia

Society of Mechanical Engineers (SME) sponsor - Mass

Trustee for Community Water System – Ohio

President of Elwood Residential Association – New York