

**David Willingham—Senior Vice President / Top Secret Clearance**  
**240-712-0089 davidwillingham1000@outlook.com**

---

Information Technology & Management Executive and specialist in, technology management & productivity improvement including process design. Is a versatile, creative, and results-driven leader with over 30 years of professional experience. Has a proven track record in logistics, business development management, channel management, financial, systems management, and technology integration. Most recently, seven years of successful sales and business development and program management experience working with top management levels of Federal agencies and systems integrators. Specializes in analyzing existing operations and implementing processes and technologies to improve and grow organizational performance. Has demonstrated strong organizational, management, team leadership, team building, staff training, and communication skills. Additionally, strength of strong managerial skills that generate exceptional leadership qualities.

**Related Experience**

**TISTA Science and Technology Corporation**

**02/2012-06/2019**

*Senior Vice President*

- Leadership capacity to set vision for direct and indirect report employees to achieve assigned objectives and goals
- Responsible for developing and managing Federal Government programs
- Provided support to intra corporate department representatives to foster sales and strategic technical planning and proposal preparation/presentation

**Integrated Communication Solutions, Inc.**

**04/2004-02/2012**

*Director DoD Programs (2006-Present)*

- Responsible for all DoD programs generating revenues of \$9M annually
- Strategic and tactical sales team leader for information technology technical services for worldwide DoD accounts that include U.S. Navy, Defense Logistics Agency, U.S. Army.
- Proven track record of training a global sales force on how to sell and close information technology professional services.
- Exceptional inner personal skills that translate into business relationships that render additional business

*Program Manager, DLA/EDC (2004-2005)*

- Technical support to include 24X7, turn-key implementation
- Government contract pricing
- Instrumental in developing relationships between HP and DLA
- Captured Security Certification and Accreditation, Information Assurance Officers and Hosting resources for the Defense Logistics Agency Enterprise Data Center
- Manage activities and contracts between HP, DLA and SAIC

**Psynapse Technologies**

**12/2002–04/2004**

*Director of Sales*

- Developed sales standards for company

- Responsible for government contract pricing, technical support including 24x7, turn-key implementation, product demonstrations, GSA schedule coordination and management, staffing and business development
- Created template for new CRM database and staffing
- Chaired executive meetings between CEO and development team
- Managed government and commercial team to launch products and services

**Starry Associates, Inc.**

**9/2001–12/2002**

*Director of Sales*

- Created marketing literature
- Developed contract vehicles
- Established new accounts
- Marketed IT professional services

**NFR Security, Inc.**

**3/2000–9/2001**

*Director, Federal Sales*

- Developed government support standards
- Responsible for government contract pricing, technical support including 24x7, turn-key implementation, product demonstrations and business development
- Developed government territory and increased sales

**Camanco Communications, Inc.**

**7/1999–2/2000**

*Eastern Regional Director*

- Provided customers with LAN, WAN and VPN solutions
- Recruited, hired and trained regional managers and territory representatives
- Created sales collateral for end users

**Integrated Communication Solutions, Inc.**

**1994–1998**

*Director of Operations (1996-1998)*

- Managed network engineering staff
- Managed escalation procedures including help desk, interoperability lab, Network Operations Center (NOC) and remote on-site personnel
- Responsible for recurring maintenance revenue and outsourcing professional services
- Established, preserved and fostered customer relationships

*North Eastern Sales Director (1994-1996)*

- Responsible for developing, managing and closing business for Network Products Group
- Wrote, managed and closed the DoJ LAN Subsystem proposal
- Established two major integration opportunities and was responsible for closing new Federal accounts
- Established Basic Ordering Agreement (BOA) sub-contractor procurement vehicle for federal government agencies

**AT&T/NCR Inc.**

**1980–1994**

*Senior Systems Engineer*

- Provided support to marketing representatives for pre-sales market analysis, strategic technical planning and proposal preparation/presentation

- Responded to RFPs
- Provided project management functions such as strategic account management, capacity planning and marketing strategies

**Fairchild Industries** **1978–1980**

*Computer Operations Supervisor*

- Responsible for all phases of computer operations including budgets, organization planning and development of operations personnel
- Supervised staff of 14

**MCI** **1977–1978**

*Production Scheduler*

- Performed billing
- Coordinated workflow between 16 remote sites

**Optimum Systems, Inc.** **1974–1977**

*Computer Operator/Production Control Supervisor*

- Responsible for operation of master console and all connected peripheral equipment

**Educational Certifications, Degrees & Achievements**

- Pursuing BS degree in Business Administration, Columbia Union – 98 credits obtained
- Cisco Sales Certification training course
- Quadritek Sales Certification training course
- Advanced Technical Training structured around Account Development Strategies
- Advanced Selling Skills Workshop
- Field Management Workshop
- Technical courses: ACF/NCP, LANs, WANs, Open Network Systems and SNA

**Security Clearance**

Top Secret