

## KEVIN L. JACKSON

████████████████████ • Manassas, Virginia 20110  
703.335.0830 • [kjackson\\_99@yahoo.com](mailto:kjackson_99@yahoo.com)

Results-driven business leader leveraging a strong balance between business savvy and technical capabilities. Possess a proven track record of 25+ years of experience contributing to the advanced performance, growth and profitability of diverse global organizations. Capitalize on sales, marketing, human resources, P&L and operations management expertise to drive business development, skillfully aligning all aspects of day-to-day operations with corporate goals and objectives. Develop and implement advanced technologies to optimize business operations, reducing overhead costs while expediting organizational processes. Leverage superior interpersonal skills to negotiate and close multi-million dollar IT services contracts and strategic partnership agreements. Build and spearhead top-performing teams and organizations, providing the guidance and leadership needed to meet and exceed both client and business expectations. Areas of expertise include:

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Strategic Planning • IT Project & Operations Management • P&L • Business Development • Sales & Marketing  
Technology Integration • Process Improvement • Service Oriented Architecture • Wireless Data Communication  
Middleware • New Product Development & Launch • Client & Partner Relations • Team Building & Leadership

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### PROFESSIONAL EXPERIENCE

#### **DATALINE, LLC, Norfolk, Virginia April 2008 - Present**

*\$120M technology solutions provider to Department of Defense (DoD) and other federal customers*

##### **Director, Business Development**

Tasked with positioning Dataline as a transformational provider of secure distributed computing infrastructures to the DoD, DHS and Intelligence communities through a comprehensive marketing, capture and sales initiative.

#### **SIRIUS COMPUTER SOLUTIONS, San Antonio, Texas • 2007- April 2008**

*\$800M national provider of computer hardware, software, storage and services.*

##### **Director, Federal Systems**

Lead the development of the new Federal Services practice consisting of 10 staff members. Control all aspects of business operations, including staffing, budgeting, P&L, business development and marketing. Identify and pursue new business opportunities to drive organizational growth. Present capability briefings to prospective customers, author and review proposal responses in addition to conducting strategic alliance and partnership negotiations.

##### **Financial / Operational Highlights:**

- Oversaw a \$2M+ joint IBM / Sirius marketing initiative.
- Cultivated strategic alliances and negotiated subcontracts with multiple government-wide acquisition vehicles.
- Served a key role in closing a \$300K blade technology sale supporting the US Navy's fleet-wide IT upgrade.

#### **CRYPTTEK, INC., Sterling, Virginia • 2006-2007**

*\$30M provider of network access security appliances, tempest equipment and secure fax machines to the Government.*

##### **Vice President, Global Systems**

Oversaw sales and business development efforts to capture, execute and manage \$8M+ worth of technical services contracts. Wrote and reviewed proposal and task order responses. Monitored projects to ensure compliance with service level agreements. Maintained full P&L management authority while serving as Senior Business Unit Executive.

##### **Operational / Financial Highlights:**

- Played an instrumental role as IBM Alliance Manager.

**IBM, White Plains, New York & Bethesda, Maryland • 2000-2006**

*\$98B global computer technology and consulting services company.*

**Worldwide Sales Executive, WebSphere Everyplace (2005-2006)**

**Worldwide Sales Executive, WebSphere Mobile & Conversational Access (1/2005-7/2005)**

**Sales Consultant, Portal & Pervasive Computer Software (2001-2004)**

**Executive Consultant & Worldwide Practice Leader, Mobile Wireless Solution (2000-2001)**

Directed strategic planning, marketing, sales and business development to drive the sales of IBM products and solutions. Organized internal marketing and product development meetings, managed the sales pipeline, evaluated sales forecasts, delivered customer briefs to senior decision makers and reviewed proposal responses. Led key business transactions and appointed corporate resources in charge of supporting worldwide field sales operations. Supervised a global team of 60 direct sales and 70 technical sales support specialists within a matrix system.

**Financial Highlights:**

- Succeeded in attaining a \$50M multi-industry global revenue target for Mobile & Wireless solutions.
- Achieved 132% of the portal revenue target after personally generating \$3.76M in 2002.
- Grew the IBM Federal Mobile & Wireless middleware business from \$60K in 2002 to \$1.7M in 2004.
- Negotiated and closed a sale with the Washington DC Metro Area Council of Governments, which resulted in the deployment of the nation's 1<sup>st</sup> regional first responder wireless coordination network.

**Operational Highlights:**

- Doubled the number of Federal US Government customers after closing high-dollar transactions with the House of Representatives, Secret Service, Patent & Trade Office, Air Force, Army and Department of the Interior.
- Won the 2002 IBM Pervasive Computing General Manager Award.

**JP MORGAN CHASE, New York, New York • 1999-2000**

*\$65B global banking and financial services company.*

**Vice President, Global Market Operations & Technologies**

Managed all major IT initiatives to maintain the banking institution's currency and securities trading infrastructure in support of their global market operations. Oversaw Y2K contingency planning, financial security trading floor preparation and global electronic data file remediation. Supervised a 13-person staff and a 50-person global team located in New York, London, Hong Kong and Singapore.

**Operational Highlights:**

- Led a Y2K transition project that impacted virtually every corporate system without sustaining outages and failures.
- Ensured full compliance with Federal Y2K certification guidelines after successfully identifying, remediating and testing 50M+ critical files and records; completed project ahead of schedule.
- Earned a Chase Service Star Award for consistently enhancing operational integrity.

**SENTEL CORPORATION, Alexandria, Virginia • 1996-1999**

*\$35M professional services company specializing in engineering, scientific and CAD/CAM software, construction and design.*

**Chief Technology Officer**

Operated as the principal technology leader charged with simultaneously maintaining and optimizing the internal corporate IT infrastructure as well as managing commercial business initiatives. Collaborated with lawyers on the management of intellectual property and led the commercialization of Department of Defense (DoD) related technologies. Served as the Program Manager and Lead Consultant for key NASA programs. Supervised a team of 5 members. Exercised full P&L management authority over all IT operations.

**Financial / Operational Highlights:**

- Expanded business operations into the commercial sector by introducing wireless data communication solutions.
- Closed multi-million dollar deals after successfully commercializing and selling wireless workflow and process management technology to Boeing, CSC, United Space Alliance and Lockheed Martin.
- Saved Framatone Technologies \$5M+ in annual overhead costs by implementing a paperless procedure system.
- Created NASA's 1<sup>st</sup> paperless spacecraft launch procedure system, which expedited the process from 45 to 2 days.

**TERA RESEARCH, INC., Vienna, Virginia • 1994-1996**

*\$12M provider of professional engineering services, including space system development and advanced technical analysis.*

**Director, National Capital Area Operations**

Handpicked to start up and manage a new business operation in the Washington DC area. Developed strategic business plans as well as operating, sales and service programs leveraging Internet search technology expertise. Established business processes and procedures. Built and led a 20-person customer support team. Maintained full P&L management authority over all operations.

**Financial / Operational Highlights:**

- Built and grew the startup business to generate \$1M+ within the 1<sup>st</sup> year of operations.
- Secured \$500K+ in Internet related government contracts after devising targeted marketing programs.
- Led the design and implementation of classified and unclassified websites for the National Reconnaissance Office and the Defense Intelligence Agency (MASINT Office).

***Career Note:*** Additional history includes roles as **President & CEO of Zocom, Inc., Advanced Spacecraft Systems Manager & Director of the Center for Advanced Concept Development at the US Navy Research Laboratory and Naval Aviator & Lieutenant Commander for the US Navy. Details provided on request.**

**EDUCATION**

**Master of Science in Electrical Engineering (Space Systems Engineering)**

Naval Postgraduate School, Monterey, California

**Master of Arts in National Security & Strategic Studies (International Relations)**

United States Naval War College, Newport, Rhode Island

**Bachelor of Science in Aerospace Engineering**

US Naval Academy, Annapolis, Maryland

**SECURITY CLEARANCE**

Active TS/SCI Clearance

**PUBLICATIONS**

- Quoted in *Industry Week, Aerospace Technology Innovations, Federal Computer Week, Transport Technology Today* and *ID Systems* magazines; also featured in both *Wired* and *Sm@rt Reseller* magazines for innovative pervasive computing solutions
- Authored several articles including 2 for *Speech Technology* magazine and "Wearable Computers: Information Tool for the Twenty-first Century," a paper published in *Virtual Reality*.
- *Application of Fuzzy Logic to Defense Acquisition*, 1991, Defense Systems Management College, Washington DC.

**SELECT SPEAKING ENGAGEMENTS**

- "Business Emergency Preparedness." CIO Forum & Executive IT Summit. McLean, Virginia. Oct 2007.
- "Dynamic Role-based Access Control." ConVurge NetworkGov 2007. Virginia Beach, Virginia. Dec 2006.
- "Deploying Wireless Applications: 'It's All About the Infrastructure!'" Wireless Convergence Summit. Atlanta, Georgia. Nov 2005.
- "Addressing Wireless Network Security in Large Enterprises." e-Information Systems, Security & Audit Association ISAC 2005. New Delhi, India. July 2005.