

Nils van den Beemt

3057 Park West Blvd ▪ Mount Pleasant, SC 29466
(301) 996-8286 ▪ nvdb@vdbmail.net ▪ www.vdbexec.com

Engineering and Technical Services Program Manager

Technical Program Management ▪ Enterprise Operations ▪ Business Development
Executive Leadership ▪ Quality Systems and Performance Improvement

An analytical leader with more than twenty years of **technical program and general management** success in the federal technology sector, serving in customer-facing **program management, business development**, and enterprise **operations** leadership roles. Builds and leads strong teams, drawing together business development, technical, marketing, human resources, contracts, and financial functional units to efficiently achieve organizational objectives.

Grows enterprise value by creating and implementing technical and organizational tactical plans borne of visionary strategic objectives that drive cohesive and focused business growth, requiring a deep understanding and appreciation for the value of

- **Strategic** Planning
- **Technical Program Management**
- Team **Leadership**, Training & Mentoring
- Enterprise Information Systems **Management**
- Enterprise **Operations**
- **Marketing** and Branding
- Technical **Business Development**
- Business System and Process Architecture

Education

Bachelor of Science, Electrical Engineering – Villanova University
Master of Business Administration – College of William & Mary

Career Synopsis

INNOVIM, LLC, Greenbelt, MD

2012 – Present

Earth sciences and satellite data system engineering services to NASA and NOAA

Director, Business Development / Technical and Business Solutions Architect

Manages bid and proposal activities; mentors and develops technical staff in winning proposal content development. Leads, trains, and mentors staff in bid and proposal best practices.

- Manage and develop business capture staff and processes to improve the selection and pursuit of strategically aligned business opportunities.
- Advance the bid and proposal business process, improving the value and contribution of proposal development staff and subject matter experts.
- Develop and maintain proposal process automation tools using tailored Microsoft SharePoint 2013 lists and libraries
- Lead and manage proposal projects and teams; compose, edit, and lay out proposal content and volumes.
- Lead marketing and branding including web, print, and social media to create strong brand awareness with employees, customers, and partners.
- Mentor and develop the technical and administrative team for improved capture and proposal activities.
- Initiate a corporate Quality Management System to consistently document and manage business processes, reduce costly process errors, improve customer satisfaction, and position the company for ISO 9001:2008 registration

Syneren Technologies Corporation, Lanham, MD

2011 – 2012

IT and engineering services to variety of State and Federal Government agencies

Manager, Business Development and Proposal Department

Led federal sector bid development and bid team collaboration. Led, trained, and mentored staff in bid and proposal techniques and process.

- Introduced a more strategically-oriented business capture process, mentored entry-level bid and proposal staff, and generally improved the quality of business development operations.
- Led or contributed to approximately one bid per month over more than one year in a small, rapidly growing enterprise; wins included a \$140 million ceiling IDIQ contract.

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CSSI, Inc., Washington, DC

1994 – 2011

\$45 million aerospace research, engineering, and technical services contractor to the FAA and DoD

Chief Information Officer and Director, Quality Systems & Corporate Infrastructure (2006 – 2011)

Led enterprise IT **operations** staff of five and variously mentored/led senior operations staff of 10 over an organization of more than 325. Reporting to President, drove growth to \$45 million in 2010 by developing and implementing policies and procedures to improve competitive position, corporate performance, and business process efficiency. Led and directed day-to-day operations of the business and **quality** systems. Handled **business development**, facilities management, HR, finance, contracts and marketing communications. Implemented key enterprise-wide branding campaign. Delivered and managed IT services. Prioritized investments and managed to operating budgets.

- **Conceived and executed IT infrastructure upgrade** that leveraged a \$150,000 investment to build shared platform delivering Microsoft Exchange mail and SharePoint collaboration services, WAN file access, and a comprehensive offsite business recovery facility supporting the entire 350-person enterprise.
 - Developed IT infrastructure to tie together operating functions that ultimately served a \$70 million enterprise with over 400 users on an annual budget of less than \$1 million.
- **Developed SharePoint-based Quality Management System** with ISO 9001:2008 e-Program files and on-line deliverables tracking and repository that virtually eliminated Government audit risk, simplified quality surveillance audits and provided a value-added feature to our customers;
 - Internal ISO audit preparation and internal and external audit of ALL corporate locations were accomplished from one desktop;
 - ALL contracts and task orders were maintained and configuration-controlled by contracts department staff in a central repository with role-based access for senior and project management staff;
 - ALL task order deliverables (more than 200 per month) were tracked and available to a managed user-base; designed and implemented automated “deliverables due” email reminders, weekly metrics collection, processing, and graphical presentation to entire management team.
- **Designed and implemented a variety of enterprise business process systems**
 - HR information system with employee self-service allowing remote site employees to review and managed selected HR record content, request personal information data updates, and review salary, promotion, and related records. These features improved the morale in remote locations by establishing a convenient connection to headquarters HR resources, and reduced administrative errors by unifying the HR datasets across the enterprise.
 - Paperless purchasing approval and asset management system that allowed ALL employees to request and initiate a purchase using a documented approval process involving key managers; benefit: no unauthorized employee expenditures; no need for a costly corporate purchasing department; auditable process; enhanced employee empowerment and satisfaction.
 - Business development opportunity tracking and maintenance system ensuring adherence to the gate review process, eliminating ambiguity about who is responsible for key milestones, and focusing attention on “the most important pipeline opportunity” resulting in an entire bid and proposal team prepared for the next RFP with a rigorously positioned, winnable opportunity.
 - Financial management system delivering to project, program, and division leaders real-time task-order, contract, or division revenue and profit data and trend metrics that drove business decisions directly improving those metrics.
- Led the market research, selection, and implementation of the company’s first corporate VOIP telephony installation, unifying corporate communications and integrating mobile devices for mail and voice services to 250 users. Coupled with a policy of providing senior managers with smartphones, enabled 24-hour senior management voice and data communications; managed a BYOD operation 2 years before the term showed up in the popular press.
- Managed the implementation and data migration for a complete “second generation” HR system upgrade to provide enterprise-class human resources automation capabilities providing employee self-service, and legally compliant recruiting, staff management, and process reporting capabilities, reducing government compliance costs and audit risk.
- Enabled tactical growth by preparing and managing corporate facilities comprising over 70,000 square feet including a corporate LAN facility with dedicated backup power and air-conditioning, continuously staying ahead of the business backlog and ensuring revenues were never constrained by limitations in facilities or infrastructure.
 - Led the \$1M build-out of 20,000 sq. ft. facility enabling growth of approximately \$15 million in annual revenue.

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Director of Program Engineering and Management Services (1994 - 2006)

Technical Program Manager; Business Unit Manager – Technical and Engineering Services to Federal Government Clients

Technical project manager, **program manager**, and Business Unit (Division) Manager (\$10M unit) with **P&L responsibility**, delivering technical services to Federal Aviation Administration organizations developing air traffic control automation systems. Led **business capture** initiatives and managed proposal teams. Authored and presented proposals to Government Agencies. Led and directed corporate management, program management and project management functions. Handled project cost estimates, statements of work and acquisition documentation.

- Led corporate capture and proposal effort culminating in a \$27 million, five-year contract award from the FAA.
- As a subject matter expert, prepared and delivered an “orals” briefing for one of five proposal sample problems addressing technical, business, and political topics associated with implementing air traffic control service fees, contributing to a \$300M win for our prime contractor.
- Led development and institutionalization of a quality management system (ISO 9001) that reduced operating errors and increased customer satisfaction using documented, audited, repeatable business processes.

Martin Marietta Air Traffic Systems, Washington, DC

1985-1994

Project Manager

Delivered system engineering and integration services to FAA air traffic control automation system project office.

Raytheon Submarine Signal Division, Portsmouth, RI

1984-1985

System Engineer

Provided software functional design development of attack submarine weapons control system. Reviewed, coordinated and documented weapon control system software functional design and testing.

Newport News Shipbuilding and Dry Dock Company, Newport News, VA

1981-1984

Project Engineer

Engineering liaison with major weapon system subcontractors participating in system design and installation into US Navy Fast Attack Submarines. Communicated structural, electrical, piping and other interface design data among contractors; developed system interface documentation; and facilitated communication across the multi-contractor system development team.