

MORGAN PARKER

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SENIOR MARKETING & BUSINESS DEVELOPMENT EXECUTIVE

Expert at Competitively Positioning Technologies in Government Markets Worldwide

Dynamic management career in building and leading successful business development initiatives for advanced technology products to government agencies, with emphasis on defense.

- Retired U.S. Air Force Colonel with military and civilian contacts throughout the U.S., Middle East and Southeast Asia. Previously held a Top Secret Clearance.
- Extensive knowledge of and experience with the military acquisition process.
- Possess excellent presentation / communication, negotiation and team leadership skills.

Areas of expertise include:

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|--------------------------|----------------------------------|----------------------|
| - Sales Management | - Customer Relationship Building | - Strategic Planning |
| - Program Management | - Market Opportunity Acquisition | - FMS Process |
| - Strategic Partnerships | - Proposals & Negotiations | - Cultural Protocol |

PROFESSIONAL EXPERIENCE

Held top-flight positions involving international and domestic business development and marketing for emerging and advanced technology products to government and corporate clientele. Key positions included:

PEGASUS, INC. 1989 to 1996

DIRECTOR OF BUSINESS DEVELOPMENT – Arabian Peninsula, Southeast Asia

Challenged to spearhead international and DOD business development and marketing in the areas of software development, system integration, and engineering services.

- Negotiated Crucial Teaming Agreements, partnering with Axyl, Cytograph, and Synex to pursue and capture contracts in excess of \$1.2 billion.
- Developed strategic international marketing and sales alliances with Macintosh, Oracle, and Microsoft. Established strong corporate and government ties in the Middle East.
- Supervised engineers and managers in preparation of proposals, marketing strategy, site surveys, and costing for both international and DOD customers.
- Performed strategic program planning and forecasting of long-term business development plans.

INTERNATIONAL TECHNOLOGY FRONT, INC. 1983 to 1988

CORPORATE MARKETING DIRECTOR – Southeast Asia, Saudi Arabia

Recruited to establish and drive market development in all business areas in the Middle East and Southeast Asia for this new start-up company.

- Provided marketing and business development consulting services to an array of small firms and corporate enterprises such as JDS Uniphase, Lockheed, GTI, and Interlok.
- Turned around pre-bankruptcy IT firm by securing \$170 million in contracts within four months.
- Identified opportunities and forged relationships in five nations for international defense and aerospace contractors. Developed, sold and negotiated winning proposals.

continued

MILITARY CAREER

UNITED STATES AIR FORCE

Promoted to and retired at the rank of Colonel following over 20 years of service, emphasizing numerous international assignments. Key assignments included:

DIRECTOR OF LOGISTICS PLANNING

Directed total integrated logistics support planning and implementation for a multi-national DoD program.

- Worked closely with the European Participating Governments and Foreign Military Sales customers, including Israel, Egypt, and Pakistan.
- Managed acquisition programs valued at over \$800 million.

DIRECTOR OF LOGISTICS SUPPORT

Coordinated logistics support for allied Asian forces that purchased supplies from the U.S. Air Force.

- Developed strategic relationships with several Thai government officials of noted status, creating contacts that are still valid.
- Resolved critical inventory and customer issues to achieve a \$13 million cost savings.

EDUCATION

MBA – Rutgers University
BS in Business (Accounting) - University of Colorado at Boulder