

BRIAN J. LINDGREN, PMP, CSM, STC Fellow

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SUMMARY: 22+ years of support for government contracts in Department of Defense and Federal Civilian sectors spanning the full gamut of business development support: strategic pipeline development/management; capture strategies and planning; marketing; technical writing/editing; proposal management and development; team-building, including teaming agreement development.

SPECIAL SKILLS: Technical writing and editing, project management, scrum team management, long-term teaming relationship development.

RELEVANT TECHNICAL BACKGROUND: Support a wide variety of C4ISR/C5ISR projects, from Information Assurance (IA)/Information Operations (IO) efforts for network security to software development to environmental support. Have supported Navy/Marines, Veterans Affairs, Department of Commerce, United States Geological Survey (USGS), Army, Air Force, and Federal Civilian agencies.

EXPERIENCE:

6/20-11/21

Cherokee Nation Businesses, Tulsa, OK-based, telework from home. Senior Capture Strategist. Originally hired as a Business Development (BD) Director for Cherokee Nation System Solutions, LLC; after a corporate reorganization in November 2020 transitioned to capture manager for my strategic approaches to winning contracts. Interfaced directly with Director of Proposals and BD account executives daily, leading opportunity transition from BD to capture to proposal.

- Managed capture/proposal submissions for procurements
- Interfaced with Government customers to maintain and develop business
- Liaisoned with internal and external teammates for multiple capture and proposal efforts in response to DoD and DISA procurements
- Participated in management reviews to develop corporate strategies

11/17-6/20

Bowhead Professional Solutions, North Charleston, SC 29406. Director, Business Development. Senior capture manager for multiple opportunities; established customer relationships, built pipelines, win strategies, competitive analyses, price to win strategies. Represented Bowhead at trade shows, technology exchanges, industry days. Oversaw proposal development, lessons learned. 2018-19, Group Director for Engineering and Program Management, oversaw BD Directors in Dahlgren, VA, Crane, IN, and Washington, DC markets, assisted in hiring; provided program assistance as needed.

3/17-10/17

Parsons Government Services, North Charleston, SC 29406. Director, Strategic Capture/ Solutions Architect. Developed capture and pursuit pipelines, win strategies, competitive analyses; price to win strategies; build teams to drive the business; attended trade shows and industry days; oversaw proposal development; provided program assistance as needed.

4/11-3/17

Engility Corporation (Formerly L-3 Communications), North Charleston, SC 29406. Director, Business Development and Program Manager. Provided program/project support to various task orders on DoD and other Government contracts. Interfaced with Government customers, Engility divisions to identify leads, build and maintain capture pipelines. Developed gate reviews, coordinated BD capture and proposal efforts for various government agencies including: Space and Naval Warfare (SPAWAR) Systems Center (now NIWC), Naval Air Systems Command (NAVAIR), Marine Corps Systems Command (MARCORSYSCOM), Office of the Chief of Naval Operations (OPNAV). Led monthly Board of Directors meeting to refocus capture efforts.

- 4/10-4/11** ***Imagine One Technology & Management Ltd., Hanahan, SC 29410.***
Business Development Manager. Identified leads, built/maintained pipeline, coordinated efforts with other corporate offices. Co-authored and taught a three-day Capture Process course; capture/proposal lead/project manager for multiple; led color review teams; led the CMMI quality assurance review team.
- 10/09-4/10** ***Lockheed Martin Corporation, North Charleston, SC 29405.***
Project Manager for a Department of Veterans Affairs start-up initiative known as the Agile Integrated Development Environment (AIDE). Maintained direct contact with the customer to ensure deliverables were met on schedule. Tracked progress of Lockheed employees and other subcontractors supporting the effort, and also interfaced with Terremark, which hosted the cloud for the project.
- 11/08-10/09** ***Integrated Communication Solutions, Inc., North Charleston, SC 29406.***
Director of Charleston Operations. Capture/business development lead in Charleston, SC for the Frederick, MD-based company. Established the Charleston office and represented the company to local DoD government contractor market. Performed all roles in the standard capture process (BD lead/capture manager lead/proposal manager lead) and drove gate reviews to identify potential opportunities to pursue. Corporate capture planning included capabilities match, competitive analysis, business case justification, strategic teaming, market strategies, and pipeline development. Proposal manager for specific efforts.
- 1/05-11/08** ***WareOnEarth Communications, Inc., North Charleston, SC 29406.***
Manager, Business Development Services, 2008; Senior Proposal Manager, 2007-2008; Proposal Manager, 2005-2007. Business development lead, representing the company to government and industry, developing capture strategies, coordinating teaming agreements, etc. Developed proposals in response to DoD and other government Requests for Proposal (RFPs). Liaison with program managers and other government contractors for multiple capture and proposal efforts; developed various collateral material; developed SeaPort-e web page.
- 4/03- 1/05** ***Booz Allen Hamilton, North Charleston, SC 29405.***
Senior Consultant for a DoD Foreign Military Sales (FMS) case. Developed, reviewed, and edited policy papers, technical manuals, white papers, etc. Participated in monthly program reviews, reports to the Government Contracting Officer's Representative (COR). Developed Interactive Electronic Technical Manuals (IETMs), designed document formats/ templates for various programs, including the Office for Domestic Preparedness. Lead editor of various training plans written to DoD (NAVEDTRA) specifications. Helped develop Operations and Maintenance (O&M) strategies. Supported multiple offices as lead/production manager for proposal responses to government RFPs. Initiated new business with SPAWAR Charleston Code 523.
- 11/98- 4/03** ***Scientific Research Corp., North Charleston, SC 29405.***
Participated in multiple red team reviews Government RFP responses, all of which helped SRC win SPAWAR contracts. As senior technical documentation specialist, detailed the use of U.S. Navy software systems, led documentation design, including conversion of paper documents to electronic format. Led software testing and QA projects. Developed interactive multimedia training guides, web pages and self-running CD-ROM presentations that combined HTML, Javascript, some Delphi, XML code, and some Macromedia Director (Lingo) applications.
- 2/98- 11/98** ***Blackbaud Corp., North Charleston, SC 29405.***
Technical writer for multimedia computer-based training scripts.
- 2/96- 2/98** ***TRIAD Services, Charleston, SC 29414.***
Technical editor for technology reports; multimedia developer; manager of short-run compact disc projects and broker for larger orders.

- 9/94- 2/96** **Mantek Services, Inc., North Charleston, SC 29405.**
 Technical writer for commercial and government projects.
- 4/90- 9/94** **Computer Technology Research Corp., Charleston, SC 29401.**
 Technical editor for detailed research reports on computer technologies.
- 5/88- 4/90** **Solid State Technology Magazine, Port Washington, NY 11050.**
 Assistant editor for monthly semiconductor industry trade publication.
- 3/87- 5/88** **FLEXO Magazine, Ronkonkoma, NY 11779.**
 Associate editor for monthly technical journal for flexographic printing.

EDUCATION:

Webster University, North Charleston, SC 29405

Master of Arts in Computer Resources and Information Management, December 2003; 4.0 GPA.

New York Institute of Technology, Old Westbury, NY 11568

Bachelor of Science, 1983; 3.45 GPA, B.S. in General Studies. Degree: Business, English, Humanities.

SUPPLEMENTAL EDUCATION:

- The Goyak Group, Capture Seminar, June 2019
- *Agile for All, LLC* – Scrum Master Training, December 2015
- *PMOne* – Project Management Professional (PMP) “boot camp,” December 2014
- *Lohfeld Consulting Group* – *Writing Winning Proposals*. September 2010.
- *CMMI Staged & Continuous* course, Carnegie-Mellon Software Engineering Institute, July 2006.
- *Introduction to CMMI* course at SPAWAR, taught by Tom Pigoski, August 2004
- *DoD* course, *Technical Manual Management Program (TMMP)*, 2001 & 1999.
- *July 2000: Learning Tree, Atlanta, GA.* Basics of XML Development.

PROFESSIONAL AFFILIATIONS:

- **Charleston Defense Contractors Association (CDCA):** Member, 2006-Present; Board of Directors, 2012-2019.
- **Armed Forces Communications and Electronics Association (AFCEA):** President, SC Lowcountry Chapter 2009-2012; board member 2006-2013.
- **Society for Technical Communication (STC):** Named a Fellow in 2011 (Associate Fellow in 2008). Chaired and participated on various committees, 2007-Present.
- **Project Management Institute (PMI) / Project Management Professional (PMP):** PMI member from 2005-2010, 2012-Present, certified PMP, 2015-Present
- **Scrum Alliance:** Certified Scrum Master (CSM), 2016-Present
- **Association of the United States Army (AUSA):** Member, 2006-2011

CLEARANCE: Top Secret since 2003; most recently validated September 2021; have been TS/SCI eligible, read into Special Access Programs (SAP)

REFERENCES AND PERSONAL INFORMATION FURNISHED UPON REQUEST