

BUSINESS & TECHNOLOGY LEADER

Mission-focused technology business leader with ~10 years of experience leading delivery teams for dual-use technology solutions to architectural defense, aerospace, and energy customers. Proven ability to manage and align large, cross-disciplinary and technical delivery teams. Proven ability to deliver technical solutions in a government program with multiple contractors and mission stakeholders. Proven ability to shepherd technology development into deployed, economic capability through program execution and effective stakeholder relationship management. Focused champion for end-user needs.

Experienced in federal hardware & construction technology development, program capture and execution, and aligning engineering teams around real mission needs. Adept at profitably building and managing federal technology delivery projects from proposal inception through execution, with direct federal contract financial oversight accountability. Known for building scalable workflows to support mission needs and communicating with an organized, digestible, and executable roadmap. Known for exceptional communication and ability to bridge gaps in understanding amongst technical, operational, and strategic audiences.

Core strengths include:

- Leading engineering and architectural product delivery teams
 - Federal contract management and financial oversight
 - Bridging the gap between end-user stakeholders & technical delivery teams
 - Federal stakeholder engagement (Primes, USAF, Army, NASA, DOE)
 - Program development & capture (SBIR, OTAs, R&D contracts), including proposal development
 - Translating operational capability needs into emerging technology development priorities
 - Cross-functional technical leadership, strategic business decision-making, & interdisciplinary collaboration
 - Deep experience in SBIR/STTR ecosystem
 - World-class strategic communication & technical storytelling
-

PROFESSIONAL EXPERIENCE

Branch Technology, Inc.

Business Unit Director | BranchRegenerate™ - Chattanooga, TN \ 2026 - Present

- Led Branch Technology's energy-efficient-retrofit business unit as founding executive, with full P&L ownership and accountability across sales, product development, and client delivery
- Led data-centric product architecture, deployment ease, and cost analysis to meet market signals, resulting in a 44% reduction in total deployment cost
- Drove end-to-end business development and capture strategy across federal, DoW, and commercial markets, building the pipeline and procurement infrastructure for a first-to-market product
- Oversaw project execution from contract award through final installation, coordinating across internal engineering, production, and logistics teams, and external contractor engineering teams (up to 25 people)
- Demonstrations installed on full-scale buildings for Kirtland Air Force Base, National Renewable Energy Lab, and Detroit Army Arsenal

Program Development Manager | Advanced Concepts Team – Chattanooga, TN / 2020 - 2025

Founded and led an internal business unit responsible for discovering and developing new applications of an advanced digital manufacturing technology for federal and commercial customers.

- Built and led the Advanced Concepts Team, ultimately responsible for 70% of company revenue over the past 6 years through new technology programs, products, and commercialization pathways
- Led the development, capture, and execution of ~\$15M in federally funded technology development programs across the Air Force, Army, NASA, and Department of Energy (SBIR, OTAs, ESTCP, CANs, etc.)

- Worked directly with federal program managers and mission stakeholders to identify operational problems and shape technology programs around real mission needs. Examples:
 - A flight-certified logistics and cargo solution certified by Air Transportability & Test Loading Authority (ATTLA)
 - A training program and software tool for 3D printing and 3D model analysis and feedback
 - A full-scale building energy-efficient retrofit system (and 6,000 sqft demonstration project on Kirtland AFB Bldg 434) currently being commercialized across and beyond the federal market
- Applied iterative, agile program management and continuous delivery principles across multi-disciplinary teams of engineers, researchers, and designers to develop new structural products, digital manufacturing capabilities, software deliverables, hardware deliverables, and building systems
- Guided programs from early concept development through full-scale demonstrations and operational testing as the Principal Investigator (PI), accountable for all project management responsibilities
- Regularly briefed government stakeholders, investors, and internal leadership on technical progress, program strategy, and technology transition pathways.
- Owned specific-project P&Ls and managed both direct-report and non-direct-report personnel
 - Achieved average project profitability of 46.5%
 - Achieved average actual vs. budgeted cost variance of -25.7%
- Financial budgeting, projections, and analysis to ensure individual project profitability
- Regularly prepared and delivered high-stakes presentations, pitches, and briefs to executive-level audiences, including CEOs, 3-star generals, federal program managers, and potential investors
- Assisted marketing team with storytelling, brand-building, copywriting, and messaging strategy

R&D | Business Operations – Chattanooga, TN / 2018-2020

Served as chief-of-staff to the CEO and attended every meeting he had for over 2 years. Gained invaluable business strategy, leadership, management, and financial experience. Managed development efforts for early-stage additive manufacturing technologies and supported the company's expansion into federally funded research programs.

- Coordinated engineering teams working on new digital construction and manufacturing technologies.
- Contributed to successful capture of early federal R&D contracts through technical proposal development and capture strategy.
- Conducted technical and market analysis to identify promising applications for emerging manufacturing technologies.
- Assisted with executive initiatives, including fundraising, strategy definition, and IP protection
- Served on business development team as technical sales manager and led proposal development for NSF, DOE, USAF, US Army, and NASA research projects
- Led material science research team, managed vendors, designed experiments for Freeform 3D printing

Advanced Manufacturing Technician – Chattanooga, TN / 2017-2018

- Operated, optimized, standardized, and documented robotic manufacturing systems and processes

EDUCATION**Vanderbilt University, Owen Graduate School of Management – Nashville, TN / June 2022 – May 2024**

- Master of Business Administration, Beta Sigma Gamma Honor Society

Leadership Chattanooga (Chamber of Commerce)– Chattanooga, TN / '21 - '22

- Selected in an elite class of Chattanooga-area business leaders for training in civic leadership

Birmingham-Southern College – Birmingham, AL / 2013 - 2017

- Bachelor of Science in Physics, Summa Cum Laude – Varsity Tennis Team (4 years)