

Robert C. McLaughlin
10926 Shadow Lane
Columbia, Maryland
410-730-9217/ 410-598-3895(c)
bob10926@verizon.net

SUMMARY

- ◆ A proven track record in consulting leading high-profile, multi-disciplinary teams, solving complex business problems (such as development of new software products and tools) while delivering superior results to domestic and international clients
- ◆ Significant experience in business development and consulting practice development, also experienced in capital planning and financing, privatization, public-private partnerships, strategic planning, business process redesign, business plan development, benchmarking, development of complex software products to attain improved services delivery and project development.

EXPERIENCE HIGHLIGHTS

MCP Developers LLC, currently serve as Vice President of Business Operations and Project Development for this Baltimore based real estate developer.

Quasars, Inc. served as Vice President for Market Development and Business Operations. During my 13 years at Quasars I was instrumental in diversifying the company's client base (federal and private sector clients) and increasing revenues from \$500,000 *per year* to over \$1.5 million *per month*. I lead teams that customized and prototyped software and hardware support tools to improve performance and revenues for public clients (U.S. Department of Treasury, Federal Aviation Administration) and private clients such as Northrop Grumman, Lockheed Martin, and Pitney Bowes.

As a senior manager for PWC, I was instrumental in obtaining new international clients in India, Egypt, Central Europe, Mexico, Canada, Panama, and Russia as well as domestic federal clients in Defense, Homeland Security, the Federal Aviation Agency, Department of State and the U.S. Department of Transportation. International assignments with Public-Private partnerships and many of my international clients included process improvements and often involved risk analysis, managing vendor assignments and the development of specialized prototype software products and tools.

In management positions for NPWI, Accunet Corporation, and MBA Associates I helped lead and develop new markets for business services with smaller businesses, non-profits, and state and local governments that produced increased revenues and repeat customers year after year.

PROFESSIONAL HISTORY

MCP Developers, LLC – Vice President of Project Development & Operations, July 2015 – present.

Quasars Inc. Washington D.C. Vice President, August 2002 to July 2015

PricewaterhouseCoopers LLP , Fair Lakes VA, Principal Consultant and Senior Manager, December 1997 to July, 2002

National Ports & Waterways Institute (NPWI), Arlington, VA, Group Consulting Manager, April 1993 to December 1997.

Accunet Corporation, Baltimore, MD, Vice President for Business Services, September 1990 to March 1993.

MBA Associates, Columbia, MD, Managing Partner, October 1979 to August 1990

Education

Loyola University, Masters of Business Administration (MBA), 1979

University of Maryland, BS Business Management

Computer Skills

Software: Microsoft Office (Word, Excel, PowerPoint, MS-Project) AmiPro, Visio

Operating Systems: Windows 2008, and Windows NT and XP 2008