

County Council of Howard County, Maryland

2011 Legislative Session

Legislative day # 10

RESOLUTION NO. 133-2011

Introduced by: Chairperson at the request of the County Executive

A RESOLUTION confirming the appointment of Stephen Martin to the Board to Promote Self-Sufficiency.

Introduced and read first time on Sept. 6, 2011.

By order Stephen M LeGendre
Stephen LeGendre, Administrator to the County Council

Read for a second time and a public hearing held on Sept 19, 2011.

By order Stephen M LeGendre
Stephen LeGendre, Administrator to the County Council

This Resolution was read the third time and was Adopted , Adopted with amendments , Failed , Withdrawn by the County Council on October 3, 2011.

Certified by Stephen M LeGendre
Stephen LeGendre, Administrator to the County Council

NOTE: [[text in brackets]] indicates deletions from existing language; TEXT IN SMALL CAPITALS indicates additions to existing language. Strike-out indicates material deleted by amendment; Underlining indicates material added by amendment.



Stephen Martin

SUMMARY OF QUALIFICATIONS

Mr. Martin is a Senior Management Executive offering 22 years of professional experience in management, business development and professional services contracting for Federal agencies. He has extensive depth of experience, directing high-visibility, multi-faceted national contracts with highly developed organizational, planning and management skills. His charismatic and engaging leadership style is a foundation of proven success in cultivating rapport with Federal agency division management and responsive relationships with service providers and end users. Mr. Martin has a demonstrated ability to work with internal and external clients to provide thought-leadership exceeding required deliverables. He possesses excellent written and oral communication skills, along with recognized proficiency in practical application of current technology and new media.

PROFESSIONAL EXPERIENCE

Account Executive/SME

FEI Systems, Inc.—Columbia, MD

October 2010--present

Providing a variety of business development and corporate strategy consulting.

Mr. Martin is currently serving as a business development account executive with a particular focus on fostering business partnerships that enhance FEI's potential for new, but related opportunities with Federal, State and local governments. His specific areas of focus include behavioral health, substance abuse and mental health and global health activities. Mr. Martin's role is to facilitate collaborative discussion to determine where current technology meets program operations for improved decision support at the management level.

Senior Business Development Specialist

Consultant—Columbia, MD

July 2009 to December 2010

Providing a variety of business development and corporate strategy consulting.

- Conducting a full range of business development activities for small and mid-size consulting firms.
- Primary clients include 8a, HUB-Zone, SDVOB, women-owned, and minority-owned firms that specialize in communications in a range of health-related topic areas including global health, HIV/AIDS, substance abuse, social media, nutrition and physical activity and health IT.
- Facilitating strategic partnership development for firms with core competencies in research and evaluation, logistics management, training/TA, administrative and management support and full life-cycle development of IT services.
- Adeptly implementing strategic plan to qualify partners and increase exposure with key program and procurement officials at targeted Federal agencies with assigned goals for senior staff.
- Cultivating collaborative relationships with strategic partners, key stakeholders and consultants, creating a useful matrix of skills, past performances for recruiting and teaming decisions.
- Conducting workshops to address corporate wellness development including nutrition strategies and effective programming

Senior Vice President, Corporate Development

Macfadden and Associates, Inc—Silver Spring, MD

November 2007 to July 2009

Mid-size business focused on international disaster response management and integrated IT services through prime contracts at USAID, and FDA. Began as VP, promoted to SVP in 6 months.

- Reorganized the Business Development (BD) Area of \$30M company during an acquisition to create a leaner more effective, responsive management structure to support a 20% growth plan.
- Coordinated key BD/marketing activities moving opportunities through stages—identification, capture management, teaming decisions, and bid/no bid decisions to create a current, active pipeline.
- Represented the company at multiple events, meetings and conferences and was acknowledged as small business success story with prime contract responsibilities at USAID.
- Proven management skills to support stable continuous operation while implementing revised policies.
- Developed tracking procedures for key milestones of the BD lifecycle from opportunity identification to bid/no bid decisions creating weekly updates.
- Adeptly implemented current technology as a tool for process improvement including geospatial technology, dashboard analytics and multi-media strategies.
- Demonstrated ability to grasp agency vision, understand client's needs, deliver contract deliverables and negotiate project add-ons for organic growth.
- Coordinated with HR Department to promote employee participation in corporate wellness activities including health screening, healthy eating and exercise programs.

VP, Corporate Communications 2005-2007 • VP, Head Start Programs 1999-2005

Danya International, Inc—Silver Spring, MD

June 1999 to November 2007

Mid-sized consulting firm in the health communications and technology arena. Steadily promoted during eight years of service to positions increasing in scope and responsibility.

- Coordinated multi-media initiatives and networking opportunities with senior management of private health related firms and senior government officials to promote sponsorship, advocacy and education for national conference.
- Managed program development and fundraising sponsorships for national conference with innovative private/public partnerships reaching \$2.3M funding goal.
- Managed Office of Head Start (OHS) Monitoring Contract to add-on growth from \$20M to \$45M through infusion of current technology and building trusted relationships with stakeholders at Federal, regional levels.
- Managed complex, multifaceted national programs for several HHS agencies, including Admin. on Children and Families, (ACF), Centers for Disease Control (CDC) and Substance Abuse Mental Health Services Administration (SAMHSA).
- Motivated and led varying staff levels ranging from 4 to 25 direct reports and managed a wide range of expert consultants, implementing performance standards and code of conduct requirements.
- Negotiated with each of 12 regional offices to monitor financial management of budgets allocated for onsite reviews. Led internal and external initiatives to establish or improve program monitoring and standard policies and procedures for greater accountability at the Federal, regional and program level.
- Promoted use of creative strategy to transition disparate regional data into web-based, interactive system allowing better reporting, cost-efficiency practices and measurable performance indicators.

Principal 1995-1999 • Senior Project Director 1992-1995

Birch & Davis Associates, Inc—Silver Spring, MD

February 1992 to June 1999

Large healthcare management consulting firm with projects at Federal and State levels. Steadily promoted during eight years of service to positions increasing in scope and responsibility.

- Managed all aspects of two national projects (\$3M/annual) for the Center for Substance Abuse Prevention (CSAP), including coordination of onsite monitoring reviews, and provision of quality and timely technical assistance to the States and Federal staff.
- Collected and analyzed national data in preparation for policy development and reports to Congress detailing State agency efforts to improve drug and alcohol programs.
- Participated in development of performance measures for state agencies, including criteria for data collection and the development of software to collect and track the data.
- Developed a review process and protocol for a comprehensive assessment of the components of substance abuse prevention systems.
- Promoted use of creative strategy to transition disparate State data into web-based, interactive system allowing better reporting, cost-efficiency practices and measurable performance indicators.

EDUCATION

B.A. Communications, State University College of New York at Buffalo, Buffalo New York, 1984

PMP Training, Program Management Training Institute, Columbia, MD, November 2009

