

Stephen Martin
Columbia, MD 21046
301-693-4761; martstephen@gmail.com

Summary of Qualifications:

Senior Management Executive, offering more than 20 years of professional experience in management, business development, health communications and professional services contracting. Extensive community relationships through County Executive Board appointment, faith community involvement and PTA leadership positions. Broad depth of experience, directing high-visibility, multi-faceted national projects. Proven success in cultivating rapport with organizational leadership and responsive relationships with service providers, clients and end users. Demonstrated ability to work with internal and external clients to exceed required deliverables. Excellent written and oral communication skills, along with recognized proficiency in practical application of current technology and new media.

Professional Experience:

Account Executive/Subject Matter Expert—Business Development

FEI Systems, Inc.—Columbia, MD

January 2011--present

- Provides business development activities to help expand and secure new projects with various Federal and State agencies—*involved in securing 5 national multi-million dollar contracts.*
- Works with existing clients to determine strategies for integrating behavioral health with other service areas such as wellness, prevention, and economic stability.
- Participates in federally funded global health initiatives to implement clinical operation standards through data quality management for international clinical trials—*supporting studies on 4 continents.*
- Leads branding and marketing campaigns to promote collaboration at the county-level for faith-based and community-driven initiatives in the areas of men's health, domestic violence prevention, homeless prevention and self-sufficiency—*launched 10 community groups with more than 100 graduates.*
- Conducts focus groups among diverse audiences to improve communication strategies among end-users, service providers, and community stakeholders.

Senior Business Development Specialist

Consultant—Columbia, MD

July 2009 to December 2010

- Provided a full range of business development activities for small and mid-size consulting firms.
- Focused on clients including women-owned, and minority-owned firms that specialized in health communications in a range of health-related topics.
- Facilitated strategic partnership development for firms with core competencies in health and wellness, training/technical assistance, administrative and management support.
- Implemented strategic plans to qualify partners and increase exposure with key program and procurement officials at targeted Federal agencies with assigned goals for senior staff.
- Cultivated collaborative relationships with strategic partners, key stakeholders and consultants, creating a useful matrix of skills, and past performances for recruiting and teaming decisions.
- Conducted workshops to address corporate wellness development and programming.

Senior Vice President, Corporate Development

Macfadden and Associates, Inc.—Silver Spring, MD

November 2007 to July 2009

- Began as Vice President, promoted to Senior Vice President 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

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focused on international development, and disaster response management and integrated IT services with funded projects from key federal agencies.

- 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.
- Developed tracking procedures for key milestones of the BD lifecycle from opportunity identification to bid decisions—creating weekly updates.
- 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

- 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 grow revenue from \$20M to \$45M through infusion of current technology and building trusted relationships with stakeholders at Federal, regional levels.
- Motivated and led varying staff levels ranging from 6 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. 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.

Education:

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

Community Involvement and Volunteer Activities:

- Howard County Board to Promote Self-Sufficiency, County Executive Appointed, 2011-present
- Ministry Leader, Bridgeway Community Church, 2010-Present
- Hammond High School PTSA, President 2014-Present
- Hammond Middle School PTA, President 2012-2013, Treasurer, 2011-2012
- Savage Boys & Girls Club—Assistant Head Coach, Boys & Girls Travel Teams, 2008-2013
- Bridges to Housing Stability, Program Committee, 2011-2013