

# GEORGE STENBURG

## SENIOR OPERATIONS EXECUTIVE

Senior Operations Executive with 14+ years' progressive experience leading global operations, multimillion-dollar programs, and complex engineering initiatives for telecommunications, manufacturing, and government sectors – generating millions of dollars to top and bottom lines. Particularly effective restructuring, streamlining, and strengthening business processes to maximize performance and profitability across operations. Successful building and directing high-performance teams that collaborate as focused units to achieve aggressive business goals. Exceptional at leveraging key strategic relationships and global resources to deliver sustainable, profitable growth. Strong track record in contract negotiations and administration, new business development, engineering management, and costs/benefits analysis. Superb interpersonal skills; able to lead, train, and motivate teams to peak performance.

### CORE LEADERSHIP COMPETENCIES

- Global Business Development
  - Government Contracting & Negotiations
  - M&A Due Diligence & Reporting
  - Team Leadership & Collaboration
  - Business Operations Management
  - Strategic Planning & Execution
  - P&L & Budget Accountability
  - Business Restructurings
  - Process Reengineering
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## PROFESSIONAL EXPERIENCE

**INDUSTRIES, Arlington, VA**

2006 – 2008

### VP of Government Services

*DoD and DoS contractor supporting Information Operations, Special Access, and other Intelligence-related programs in the Middle East with annual revenues exceeding \$30 million.*

Led operations for new start-up firm servicing Departments of Defense and State Information Operations, Intelligence, and other contracts and subcontracts in the Middle East. Oversaw up to 11 direct and 100+ indirect reports. Held complete accountability for the P&L, product quality, and customer service supporting prime/sub-contracts. Defined and managed administrative and internal controls in accordance with SOW, FAR, ITAR, and DCAA standards for government contracts. Directed sales forecasting and cash flow budgeting.

### Selected Achievements

- Won three prime contracts worth an additional \$21+ million in sales annually by establishing a key strategic partnership to transition and position the firm as both a sub- and prime contractor key to remaining market competitive.
- \$3 million prime contract win achieved by developing and implementing new streamlined processes and controls in finance, quality, documentation, and proposal management critical to gaining market acceptance.
- 33% reduction in delivery cycle times secured by streamlining communications, forging strategic partnerships, and reallocating resources to facilitate shipment and transportation services to a customer site in the Middle East.
- Reduced employee turnover and HR costs 7% by restructuring department operations from a project/contract-based organization to a matrix departmental structure to minimize and/or eliminate operational redundancies.
- \$43 million in new/replacement prime contracts secured by assembling and leading sales and business development teams to identify and capture new contract opportunities with U.S. government.

**Telecom Company, Richardson, TX**

2004 – 2006

### Senior Program Manager

*Global provider of telecommunication services and solutions.*

Managed commercial and U.S. government projects in emerging markets throughout the Middle East, North Africa, and Southwest Asia. Key member of a program operations team tasked to manage U.S. federal contracts during transition from bankruptcy. Defined business requirements from proposal through implementation phases. Led multiple projects supporting Departments of State and Defense private communications networks in Iraq as well as various commercial contracts in the Middle East. Oversaw engineering reviews of network designs, ensuring alignment with customer requirements. Established and managed master project schedules and budgets. Supervised the U.S.-export and overseas import of equipment and material per ITAR.

### Selected Achievements

- \$25 million new revenue growth generated by rebuilding a MENA program from the ground up that included unifying a sales and operations team to effectively sustain regional operations during bankruptcy.

- Freed up \$50+ million for other corporate initiatives by preparing and presenting a market and operating analysis with recommendations to senior management to not purchase an unproductive operating division in Afghanistan.
- Up to \$30 million in projected sales growth captured by deploying the firm's first commercial network in Iraq that included establishing interconnect agreements with local service providers.
- Secured \$31+ million acquisition by leading an overseas team to perform due diligence in analyzing business and market factors, resulting in the successful recommendation of one of two acquisition targets in UAE/Afghanistan.
- Managed internationally deployed program and project teams to engineer, design, and implement a network infrastructure for two major U.S. federal customer contracts within established timelines and budgets.

**DLP**, Farmersville, TX

2002 – 2004

**Independent Contractor – Engineer**

*Professional engineering services firm specializing in mining and manufacturing industries.*

Provided leadership and support for a contract to design, procure, and program ATM-based fiber networks for PLCs and associated enterprise data. Translated customer requirements into network design and hardware using both standard practices and operations research methodologies. Researched and selected network components suitable to customer's operating environment. Prioritized and coordinated internal and vendor operations.

**Selected Achievements**

- Maintained \$2.7+ million customer contract by producing a customized technical software package to provide a compatible solution that enabled customer engineering and back-office users to continue using their existing software versions.
- Cut network maintenance costs up to 67% by introducing ATM-based fiber technologies across client networks.
- Led \$2 million project to design and deploy a network infrastructure supporting cement mine operations.

**TBA NETWORKS**, Richardson, TX

1993 – 2002

**Operations Manager – Wireless Networks (1998 – 2002)**

*Global telecommunications manufacturer with more than \$30 billion in annual sales.*

Selected for internal promotion to lead operations and projects supporting wireless networks with accountability for project and budget management, quality assurance, and customer relations. Developed project plans and roadmaps to meet customer requirements. Oversaw network design, installation, and commissioning of wireless networks within client infrastructures. Key team member of a wireless product development team. Recruited and managed project teams. Planned and coordinated new construction activities with corporate and municipal authorities.

**Selected Achievements**

- 31%+ reduction in project lead-times by reorganizing and combining engineering, procurement, installation, and commissioning functions into operations teams to facilitate the delivery of network products and services.
- Played a key role in winning a \$25 million contract by providing technical support in demonstrating products and addressing concerns for an Egyptian military customer.

**Previous Positions**

**Systems Engineer – Broadband Networks (1997 – 1998) / Commissioner – Wireless Networks (1993 – 1996)**

**Selected Achievement**

- \$350,000 saved in additional costs for two customers by directing an engineering design effort to replace costly automation options with a more efficient system that could utilize existing onsite staff.

## EDUCATION

**B.S. in Industrial Engineering, 2004**

## TECHNICAL COMPETENCIES ADDENDUM

**Training**

DMS-100 Family Switch Operations and Maintenance

TDMA Cell Site Engineering, OA&M  
CDMA Cell Site Engineering, OA&M  
GSM Cell Site OA&M  
OC-3, -12, -48 Operations and Maintenance  
Passport Operations and Maintenance  
SPM Operations and Maintenance  
ANSI and ITU-T Transmission Protocols and Standards  
X.25, TCP/IP, and Related Protocols in Communications Networks

**Other Skills**

**Application software proficiencies:** SAP, MS Office including Project, Visio, AutoCAD

**Programming language proficiencies:** C++, Cobol, Pascal, Basic, Motorola Assembly, RSLogix, Wonderware

**Certified HP-UX UNIX System Administrator**