

# JARED THOMAS

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55 Toller Dr. ♦ Atlanta, GA 30301 ♦ T: (443) 546-4876

## INTERNATIONAL MANAGEMENT EXECUTIVE

*Transforming International Business through Cross-Cultural Collaboration and Global Leadership*

Multilingual Executive with 15+ years' experience leading international business/market development and consulting initiatives within corporate and government sectors – generating millions of dollars in growth to top and bottom lines. Exceptional leveraging multi-cultural strategic partnerships to successfully negotiate global contracts key to maximizing market and economic growth. Successful conceptualizing and implementing global business development and operations initiatives that support national economic security and relations across international markets. Particularly effective building and managing cross-cultural teams that collaborate as focused units to enhance processes, communications, and team performance throughout organizations. Fluent in English and French. Conversant in Italian. Basic Arabic.

### CORE LEADERSHIP COMPETENCIES

- Market Growth Strategies
- Leveraging Strategic Partnerships
- Business Performance Improvement
- Organization & Human Capital Transformation
- Global Team Leadership & Collaboration
- Competitive Intelligence Utilization
- Global Business Strategies
- Cross-Cultural Negotiations
- Country Risk Management

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## PROFESSIONAL EXPERIENCE

### United States Navy, Network Warfare Command (NETWARCOM)

06/05 – Present

#### Division Officer

*Command responsible for developing, integrating, and executing secure and battle-ready global Information Operation networks.* Oversee open source intelligence operations. Manage and train Officers and Enlisted personnel on country risk intelligence collection and analysis. Lead team of multilingual Intelligence Analysts to support joint U.S. Army and Navy missions.

#### Selected Achievements

- Developed and implemented strategic plan to restructure division operations and provide training that optimized communications, team morale, and performance across the organization resulting in 20% increase in employee retention.
- Surpassed mission requirements achieving 200% of production goals by establishing relationships and fostering collaboration with a key client and senior officers vital to producing intelligence reports on geopolitical conditions and targeted industries.
- Contributed significantly to department's earning Joint Meritorious Unit Award.

### Vienna, VA

10/06 – 08/07

#### Chief of Staff

*Multimillion-dollar firm providing linguistic consulting and international marketing services to government agencies.*

Oversaw operations to support expansion of Federal, Commercial, and Technology Divisions. Provided internal management consulting to senior leadership. Led a multicultural team of 30+ program managers and 400+ independent contractors worldwide. Developed and implemented corporate communications strategies to internal and external constituencies. Established training programs and business strategies across operations. Facilitated proposal development and contract management functions.

#### Selected Achievements

- Resolved employee morale conflict improving team performance by 5% and averting 5.6% loss in net income by realigning program management team and eliminating under-performing personnel.
- Retained 27.8% of government contracts with a 3.7% reduction in vendor costs by developing and implementing a multi-cultural communication-based strategy to secure labor resources vital to sustaining market share growth and negotiating with HR benefits vendors to improve diverse benefits packages for domestic and overseas based employees.
- Increased government and commercial sales by nearly 8% by restructuring program management teams and executing HR, marketing, and communication strategies to competitively position the firm for market share gains.

### Washington, D.C. / Baghdad, Iraq

06/06 – 08/06

#### Senior Business Manager

*Multimillion-dollar firm providing competitive intelligence and strategic communications services to the government.*

Planned and coordinated business negotiations, strategy, and compliance with government requirements regarding International Traffic in Arms Regulations (ITAR). Leveraged strategic partnerships to facilitate security contract negotiations in the Middle East. Evaluated new business opportunity and assessed project risk. Analyzed payment procedures and expense reports of Local Country National (LCN) partners. Streamlined open source intelligence and personal security detail operations.

**Selected Achievements**

- Reduced \$205,000 in estimated costs and averted six months of costly contract negotiations by persuading senior management to forego a risky project to implement an information operations center in the Middle East.
- Implemented effective project management controls to streamline and provide transparency in field operations thereby minimizing potential security threats and generating monthly cost savings of 9.7%.
- Led exploratory ITAR negotiations with technology and law firms for a multimillion-dollar regional national security JV.

**Albuquerque, NM**

**05/03 – 05/06**

**International Contract Representative / Project Manager**

*\$2.27 billion non-profit US Department of Energy laboratory managed by Lockheed-Martin Corporation as the primary steward of the U.S. nuclear arsenal.*

Promoted to lead contract negotiations valued at \$24.7 million supporting U.S. national security counterterrorism and non-proliferation efforts in the Middle East, Africa, India, and Russia. Led international procurement functions including contract negotiations with international government and commercial organizations, business training, and management consulting. Co-managed nuclear Material Protection, Control and Accounting and Operations Monitoring transition strategy and program in the former Soviet Union. Co-created \$13.5 million budget for U.S. Department of Homeland Security port security program.

**Selected Achievements**

- Eliminated \$5.3 million in costs through contract negotiations, international business consulting, and by developing and implementing a program to train overseas counterparts in U.S. business practices and procurement processes.
- Established and capitalized on long-term, strategic, global relationships to facilitate negotiations of international security programs key to improving regional confidence building measures and minimizing global security threats throughout the Middle East, Africa, India, and the former Soviet Union.
- Increased international security programs by 25% exceeding goals 150% and assisted senior management with strategy to position security center to diversify its funding sources 40% by leveraging strategic relationships and sponsoring training programs to provide stability and security/confidence building in the Middle East and Africa.

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**ADDITIONAL SELECTED ACHIEVEMENTS**

**(International Trade & Security)**

Consulted Center Directors on business strategy and operations. Created marketing program that generated 30% increase in funding. Improved operations, implemented centralized project management system, and coordinated team meetings to facilitate collaboration among multinational researchers and leadership.

**(School of Global Management)**

Boosted international student volunteer base 11.9% and led over 70 volunteers to secure a 100% candidate tour and interview track record. Aligned Ambassadors program with Admissions Department strategy. Awarded Campus Ambassadors' Medal of Honor.

**(Institutional Marketing Group)**

Augmented monthly sales more than 497% within four months, enabling New York sales region to top territories over 20+ consecutive months by improving CRM and assisting senior management with creation and implementation of marketing strategy.

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**EDUCATION**

- **Master of International Management (Country Risk & Business Intelligence and Technology Management)**, School of Global Management
- **Master of Business Administration (Finance and Marketing)**
- **Bachelor of Arts in History**
- **College Preparatory**