

DAVID W. TOLLIVER

8542 NW 19th Drive,
Coral Springs, FL USA 33071
Home: 954-345-3748 Work: 954-557-5077
E-mail: tolliverdavid@gmail.com

EXPERTISE

Energetic technology and operations executive with broad functional management and profitability leadership across multiple high technology markets. Computer electronics manufacturing, technical operations, systems integration, quality assurance, marketing, sales and sales support, strategic planning and alliances, major program and project management, government agency and military business development, hardware and software R&D, business management and technology consulting. Pragmatic mentor, peer consensus builder, Board and C-Level communicator and ethical value creator.

EXPERIENCE

2002 – Present PROFESSIONAL MANAGEMENT AND CONSULTING, INC. Coral Springs, FL

President, Principal Management Consultant, Founder

Corporate development, Interim Executive Leadership, Program Management and Business Process Improvement Services. Focused on long term Technology Projects for \$2M-\$50M SMBs and development stage technology companies. Lead, train, and mentor cross-functional technical resources while charged with delivering sustainable change. Design and implement technology solutions, business development strategies and marketing campaigns. Provide expertise in international sales and marketing, contract negotiation, government agency, military and prime contractor business development. View profile at: TinyURL.com/PMCI-Profile **Projects Include:**

COO and Executive Management Consultant

D&G GAMBA INTERNATIONAL Fort Worth, TX
Aquaculture Production Start-Up

- Project Managed vendor technology agreements and established change management policies
- Directed development of WiFi communications system plan for isolated, rural property
- Established Policy & Procedure structure for Biosecurity, Inventory Management and EH&S

Division EVP, Executive VP Strategic Programs

LATITUDE SOLUTIONS, INC., LATITUDE CLEAN TECH Colorado Springs, CO
Oil & Gas, Mining, Aquaculture and Food Processing Water Remediation Technology

- Headed implementation of Supply Chain Management systems (ERP, CRM, LIMS, SolidWorks)
- Restructured and led division adding Strategic Alliance Program Office, Water Research Programs
- Directed prototype development of a RMMS System to save over \$1.6M OPEX/year

VP Corporate Development & Partner Programs

WIDEPOINT CORPORATION Deerfield Beach, FL
Enterprise Identity Security, Digital Certificate and PKI-VPN Device Security Services

- Developed marketing collateral, sales strategies and over \$10M in proposal generation
- Managed partner relationships and interfaced with top utilities, cable and telecom companies
- Established strategic alliance with a Federal Government Security Services company

Business Development, Program Manager

VISIONS EAST Fort Lauderdale, FL
Nine-Axis, Computer Controlled Robotic Coatings Application Technology for the Super Yachts

- Strategized and led international marketing plans to introduce robotic coatings automation to industry
- Published SNAME white paper and abstract - won International Technology Innovation award
- Developed US Navy and government prime contractor awareness speaking at multiple conferences
- Proposed, project managed and delivered successful \$200K Engineering Concept Study and kinematic 3D Simulation Model demonstrating a functional robotic laser ablation system that would improve lean shipyard production processes, environmental impact and expense control for Northrop Grumman, Newport News, VA. Awarded NGNN "Letter to Proceed" with \$4M pilot prototype build.

PRIOR RELEVANT WORK

1997 – 2002 WORLDCOM, INC. Boca Raton, FL

National Account Manager, Data Network Services Account Executive

International provider of voice, data and Internet services and equipment for enterprise customers

- Developed pipeline of business to consistently exceed sales quota for full portfolio of Data Services
- Recognized for making largest CPE sale of 2002 - \$2M Cisco Routers
- Trained voice-centric colleagues on data services and equipment

1996 – 1997 RACAL DATA GROUP, RACAL DATACOM Sunrise, FL

Consultant, Business Expert, Product/Services Manager, Acting GM

Multi-National Enterprise Network Solutions and Integration Services Company

- As Consultant, performed business process assessment and improved 3rd party equipment procedures
- Hired by CTO to Strategic Alliance Program Office to manage 3rd party equipment relationships
- Designed sales programs that raised 3rd party equipment revenue from \$19M to \$60M in 18 months

1994 – 1995 SENSORMATIC ELECTRONICS, North America Retail Business Unit Deerfield Beach, FL

Senior Technology Manager

International manufacturer of Electronic Article Surveillance Technologies

- Pursuit and capture team for Walmart, Kmart, Home Depot, Borders
- Addressed all legal and medical customer inquiries for electronic devices
- Generated product road map and innovative solutions for customer source-tagging program

1975 - 1994 HARRIS CORPORATION, COMPUTER SYSTEMS DIVISION Fort Lauderdale, FL

Senior Data Acquisition Marketing Manager, Program Manager, Quality Assurance Manager, Product Assurance Supervisor, Systems Integration Supervisor, Senior Technician Specialist

Real Time Computer Systems for C3I, Range & Telemetry and Simulation Training Systems

- Managed multiple major programs, custom engineering (BTO/CTO), manufacturing and delivery requirements for over \$40M of major programs for the Army, Air Force, Boeing, FAA, General Dynamics, IBM Federal, Lockheed, McDonnell Douglas, NASA, Northrop Grumman, Raytheon.
- Responsible for all Division Hardware and Software Product Quality - Voice of the Customer: Designed Customer Acceptance Tests, DCAS Inspection, Manufacturing Workmanship Standards Generation and Training. Key Member of the Quality Steering Committee. Facilitated Continuous Improvement Programs (Quality Circles, Working, TQM, ISO9000). Proposed, staffed and led Software Quality Assurance function establishing POSIX and Benchmarking Standards for Ada compilers and RT UNIX OS, TCSEC Orange Book B1-Level Audit.

1971 – 1974 U.S. ARMY SECURITY AGENCY
Electronic Warfare ECM/ECCM/DF System Repair, Ranger, Airborne
Security Clearance Status: Top Secret, Cryptographic Access (Clearable, Inactive)

EDUCATION

1993 Master of Business Administration, MBA - Florida Atlantic University, Boca Raton, FL

1991 Bachelor of Science in Professional Management - Nova Southeastern University, Fort Lauderdale, FL

CERTIFICATIONS AND TRAINING

Harris Corporation Leadership Effectiveness, PMP Certification Training Course - 35 PDUs at FAU, Six Sigma White Belt, TQM Facilitator, Certified Wireless Engineering and Sales Professional, Capitol Radio Engineering Institute (CREI) Electronic Engineering Technology, Extensive Study in a range of U. S. Army Electronic Warfare Electronics and Systems, Multiple computer hardware architecture and software courses. Self-Directed study on Leadership and the precepts of “Good to Great” Organizational Research and Corporate Transformations.