

Steve Smieshek
Vice President of Business
Development

Education, Key Associations and Certifications

Pittsburg State University

Bachelor degree in General Education
Master degree in Business Administration

International Conference of Building Officials member
Society of American Military Engineers member
National Contracting Managers Association member
American Society for Quality member

WORK HISTORY

2011- Present SECURITY CONSTRUCTION SERVICES, INC./SECURITY FENCE COMPANY, HUDSON, MA

Vice President of Business Development

Lead, identify and participate in the development of strong strategic relationship with business clients and key functional leaders in the industry. This includes prospecting for leads and new work, establishing and maintaining vendor and sub relationships and monitoring potential and existing opportunities (both short and long term).

- Responsible for the overall efforts for the marketing and client relationships department

2008-2011 SDV Global, Branson, MO/ Colorado Springs, CO

Vice President of Business Development

Was responsible for daily corporate operational management of all activities and provided oversight of subsidiary corporation contracts.

- Was responsible for business development, strategic planning, and customer relations
- Reviewed and decided all personnel human resource matters for final determination and action
- Was responsible for all human resources and employee staffing to support awarded contracts
- Reviewed all subsidiary corporations for profit and loss activity and job cost reporting and budget management
- Recommended courses of action to client's and subcontractor's to support their decision-making process in all areas
- Reviewed and decided all contracting opportunities to determine whether they are cost effective to proceed with proposal
- Chaired all proposal activities and provided direction and influenced team participation
- Lead business development for Federal Government relationships, forging business relationships, teaming agreement, partnerships and joint ventures to support specific contracting opportunities
- Formulated , implemented and followed through on business strategies and plans
- Started all subsidiary ANC 8(a) corporations, by providing all required documentation and information for approval through the Small Business Administration as well as staffing matrix in anticipation of specific government contracting targets
- Was responsible for the control of profit and loss for all subsidiary companies
- Negotiated and approved union contracts and subcontracts in support of company commitments
- Was responsible for all oversight of subsidiaries for implementation

WORK HISTORY CONTINUED

2006-2008

Alutiiq, LLC, Denver, CO

Director of Business Development

Had total responsibility for business development, marketing and proposal management for an Alaska Native corporation construction management company.

- Prepared business plans, marketing strategies and capture plans, red teams and final submissions
- Developed business development and travel budgets, travel schedules, trade shows, presentations and proposals targeting Federal Government contracts both nationally and internationally
- Formed all necessary teaming partners required for individual contracting opportunities, negotiating terms and conditions for all levels of participation
- Managed a strong proposal/ capture team averaging 100 proposals per year
- Was responsible for contract and contract management to ensure FAR, DFAR, and CFR requirements were met
- Managed the business development support covering 4 regional offices with direct interface for the U.S. Army Corp of Engineers, Navy and Air Force contracting agencies
- Won over 460 million in annual contract value, plus IDIQ, SATOC and MATOC contracts for task order based contracts
- Was responsible for maintaining contracts with architect and engineering firms, construction companies and specialty trade companies to support regional targeting and capture for contracts

- Developed a diversified professional proposal team to handle national, regional and international solicitations and commercial opportunities
- Developed database and computerized support structures to facilitate responsive submissions meeting government timelines

2003-2006

Michael Baker Jr., Phoenix, AZ/ Denver, CO

West Area DOD Program Manager

Was responsible for business development, program management and marketing for a large engineering company.

- Developed business clients by developing and providing the necessary tools and personnel to target federal contracting opportunities
- Contacted, coordinated and formalized design/ built teams targeting federal contracts for the West Area of Michael Baker Jr.
- Developed and maintained relationships with small and large businesses to facilitate ongoing and future contract opportunities, maximizing the internal strengths of all team members
- Negotiated and formalized contracts from initial discussion through formal signature for any teaming and joint venture requirements
- Recommended, designed and structured corporate staffing to support an identified contracting goal
- Provided oversight on all projects and programs assigned to ensure quality of work through project completion
- Developed and maintained contacts within the Federal Government to keep a corporate presence in front of key government decision makers

WORK HISTORY CONTINUED

- 2001-2003** **Three Saints Bay LLC**, Anchorage, AK
Vice President of Operations/ COO
- 2000-2001** **LB&B Associates Inc.**, Fort Carson, CO
Special Projects Quality Control Manager/ Business Development/ Contract Oversight
- 1997-2000** **TAC Services**, Buckley USAF Base, CO/ Adak NAS, AK
Quality Control/ Safety Manager
Deputy Project Manager Quality Control/ Special Projects
- 1992-1996** **SCS Consulting and Technical Services**, Colorado Springs, CO
Sr. VP of Operations and Business Development
DOD Contracting/ Small Business Development

United States Army

1992-2002 USAR Inactive Reserve Service

1979-1992 Active Service

Commissioned Officer (LTC, USAR) military Intelligence
Executive Officer, Commander, Intelligence Collection Officer
Military Clearances Top Secret/ SCI/ TK/ G/ D