

# Ronald “Zack” Sionakides

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## PORTFOLIO AND PROGRAM MANAGEMENT EXECUTIVE

*Global leader who builds agile, motivated, high performing teams that execute rapidly and effectively, dominate their industry spaces, and grow the top and bottom line of the organization. Broad expertise and a deep knowledge base in business, organizational management, finance, and legal matters which lead to projects and programs being delivered on time, on budget, and on schedule.*

Functional strengths are in portfolio/program/project management, sales and strategic business development, managerial accounting, capability and process maturity, executive communication, and regulatory compliance.

### *Executive Management Competencies*

- Visionary Leadership
- Negotiating Deals
- Organizational Design
- Performance Management
- Strategic Planning
- Risk Management
- Financial Management
- Complex Problem Solving
- P&L Optimization
- Change Management
- Multi-Discipline Integration
- Governance

## **PROFESSIONAL WORK EXPERIENCE**

**CFC FEDERAL CONTRACTING GROUP - Manassas, VA**

**Aug 2008 – Jan 2015**

### **Director of Strategy (2014 – 2015)**

*Director of Strategy and Capture for corporation's \$60M federal contracting group; providing corporate strategic guidance, business capture executive management, and business improvement leadership to strengthen capabilities and the bottom line.*

- Initiated lean management principles to reduce waste and improve quality. Immediately identified \$500,000/year in savings from front-line operations while simultaneously broadening capabilities.
- Implemented formal capture process based on Shipley business development model to improve proposal win rate from under 30% to over 60%.
- Developed strategic sourcing and partnerships for corporate operations and back office functions to significantly improve efficiency and capabilities, while reducing indirect costs by over 15%.
- Scoped and planned a comprehensive business process improvement program to result in corporation and subsidiaries becoming ISO 9001:2008 certified and CMMI Maturity Level 2 appraised.

### **Director of Operations and Company Portfolio Manager (2013 – 2014)**

*Senior most executive of subsidiary, managing company business portfolio and leading day to day operations. Grew business portfolio to over 700 employees and 30 subcontractors in the areas of IT services and development, education and training, and security services business lines. Responsible for business growth and full profit/loss of subsidiary.*

- As the new senior executive of a struggling company, secured over \$40M in new contracts in one year by developing an outstanding reputation for program and project delivery; quadrupling what was on the books when I took the position.
- Improved and standardized business processes across the company to enhance efficiencies and reduce work errors. Result was a near 50% reduction in overhead and G&A costs with two money losing contracts becoming profitable within 6 months.
- Developed and implemented portfolio governance and performance management to improve company program/project capability maturity and align programs/projects with company strategic goals. Resulted in improved company profitability from barely breaking even to almost 10% net margins in 2014
- Rapidly transitioned a large Army logistics IT system's support and development activities to a centralized program management office (PMO), reducing management costs and greatly improving responsiveness to users and stakeholders.

**Portfolio / Program Manager – Training and Education Portfolio (2008 – 2014)**

*Portfolio Manager of worldwide vehicle training and safety programs consisting of 170+ employees and a \$12 million/year operating budget. Project components included: site startups, base-wide events, IT support systems development, written publications, business improvement initiatives, and communications outreach. Responsible for growth and portfolio profit/loss.*

- Expeditiously launched Navy/Marine Corps program at all regions and bases worldwide in less than 30 days (including hiring, project planning and execution, operating schedules, processes and procedures, program documentation, etc.) while under significant visibility at the highest levels of the military.
- Introduced immediate efficiencies into the Navy/Marine Corps program leading to a doubling of training throughput with similar resources as previously fielded. Results were over a 50% drop in motorcycle related fatalities in first year of program execution.
- Designed and developed Business Development and Operations departments SharePoint sites from ground up, to improve collaboration and reduce operating costs. Developed two education management systems including front-end student registration and information website and back-end enterprise application software. Implemented web analytics to optimize performance, revenue, and user experience. Built all sites and software using agile development methodologies.
- Increased portfolio revenue over 60% through increased existing customer sales of \$4M and leading winning proposal efforts for new customer sales of \$6M per year. Grew company to #1 in the US for motorcycle training by revenue, student registrations, and number of instructors.

CSC - Washington, DC

Oct 2005 – Aug 2008

**Senior Project Manager – Maritime Industry**

*Project Manager on multiple US Navy acquisitions, modernizations, and sustainment of small craft including: harbor tugs, barges, seaborne targets and Naval Academy training craft. \$20M yearly acquisition and \$2M labor budget.*

- Upon taking position, immediately analyzed program budget and financials and re-negotiated with government client to take company program out of the red to being fully funded and having surplus.
- Served as key personal in aiding US Government client in changing acquisition methods to GSA, saving thousands of man-hours during acquisition process without increasing overall capital costs.
- Provided management oversight, budgeting, and tasking for modernization of Navy Fleet service craft and 20-year Landing Craft Utility (LCU) life cycle extension.
- Spearheaded research and development for medium-sized ship connector acquisition program valued at approximately \$200M - \$400M over a two-year period.

DEPARTMENT OF NAVY (Active Duty) – Pax River, Norfolk, Sigonella

Jul 2000 – Oct 2005

*Aviation Electrical Maintenance Supervisor, Security Force Patrolman, and Operations Research Analyst*

**EDUCATION • CERTIFICATIONS • OTHER SKILLS**

**Master of Business Administration (MBA)** • University of Maryland, College Park, MD

**Bachelors of Science in Mathematics (BS)** • Excelsior College / Michigan Tech University

**Professional Certifications:**

- Project Management Professional (PMP)
- Certified Scrum Master (CSM)
- ITIL 2011
- Capability Maturity Model Integration (CMMI) v1.3

**Computer Skills:** Excel, SharePoint Designer, MS Project, Visio, SQL, Access, PowerPoint; Acrobat Pro, R

**US Government Security Clearance – Secret**

**Government Expertise:** FAR, DCAA, CAS, Shipley, GovWin, Contracts (CPFF, T&M, IDIQ, BPA, GSA)

**Languages:** Read and speak intermediate Italian; learn other languages conversationally as needed