

# *Gerald S. "Sandy" Graham*

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## **BUSINESS SOLUTIONS & DEVELOPMENT CONSULTANT**

An MBA, MS in Economics, with 15+ years successfully delivering consistent revenue gains and market-share increases using consultative, coaching and advising skills. Highly motivated by the pursuit of excellence, with an entrepreneurial, results-driven attitude. Possess a superior work ethic, drive and determination to be successful. Excel at go-to-market business solutions involving business planning, strategy and development; client relationship and alliance development; market and economic analyses; technology solutions; balanced scorecard development; project/program management; and achieving strategic initiatives with positive ROI outcomes.

### **ACHIEVEMENT AND BUSINESS ACUMEN**

- ♦ Business Development Consultant, **achieved** funding **objectives**, **attained** commercialization **goals**, and **met** business **growth initiatives** for start-up enterprises and small business companies.
- ♦ Senior Consultant for a **\$100 billion+ Fortune 50** company, **drove business planning** and **development teams** that **generated \$10+ million** in **new business** within a **12-month** period.
- ♦ Senior Consultant for a **\$100 billion+ Fortune 50** company, **led business solutions teams** that **achieved ROI objectives** in **generating over \$2 million** in **new business** within a **6-month** period.
- ♦ Senior Consultant for a **\$10 million** company, **delivered business solutions** that **achieved** client **strategic objectives**, **increased ROI** and **reduced Total Cost of Operation**.
- ♦ Senior Project Manager for a **\$10.2 billion** U.S. federal agency, **developed, implemented** and **directed** a **\$10 million project portfolio program** that **delivered** more than **25 projects** on schedule and within budget.

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### **PROFESSIONAL EXPERIENCE & ACCOMPLISHMENTS**

#### **BUSINESS SOLUTIONS & DEVELOPMENT CONSULTANT, Tampa, Florida** **2005 to Present**

Provide business advice, coaching and consulting on business strategy, plans, and development to small business enterprises and entrepreneurs. Serve as a Project Lead for the review of university-based technology commercialization plans for MindForce Consulting. Delivered operation support to the University of South Florida-Lakeland Campus (2007). Developed and delivered revenue-based Electronic Health Record/Medical Management products for Sage Software Healthcare Division (2005-2006). Managed the end-to-end product development of Verizon Telecom B2B market-based products for CIBER, Inc. (2005).

#### **UNIVERSITY OF SOUTH FLORIDA [USF], Tampa, Florida** **2002 to 2004**

**MBA candidate (Full-Time)** – Earned MBA with distinction and concentrations in Entrepreneurship and Management. Provided team leadership in a consulting environment for MBA projects. Developed business plans, strategic market analyses, capacity plans, identified partnering alliance opportunities and produced organizational designs that created competitive market advantages for USF start-up biotech, engineering, and medical enterprises and local small businesses.

- ♦ Recipient of the Ewing Marion Kauffman Foundation Internship, USF Center for Entrepreneurship, and MBA Marketing Internship for the USF Division of Patents and Licensing.

#### **BUSINESS DEVELOPMENT CONSULTANT, Orlando, Florida** **2001 to 2002**

Developed business plans and conducted market analyses for small businesses that increased business exposure by 100%.

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**IBM GLOBAL SERVICES, Virginia & Florida**

**1999 to 2001**

**Senior Consultant**, with the following critical assignments:

**Business Planning and Development Manager (2000-2001)** – Organized, managed and directed national business development teams of 10 to 35 members in formulating plans, strategy, solutions and business development proposals and initiatives for CRM Alliance Services Practice clients in the Telecom, Banking, Insurance, and Automotive vertical markets. Interacted with managing principals to assess client needs, review market analyses and determine solution approach in responding to RFPs, RFIs and RFQs. Conducted on-site and virtual team briefings/meetings to assess solution and business development progress, manage issues, resolve conflicts and ensure teams were on schedule to meet proposal deadlines. Attended Practice leadership conferences.

- ◆ Achieved client objectives in generating \$10+ million in new business within a 12-month period.

**Solution Delivery Lead (1999-2000)** – Led a five-member team in the development and delivery of business solutions for Seibel Practice clients in the Telecom, Banking and Automotive vertical markets. Improved client service delivery and support operations, reduced Total Operating Costs and achieved ROI objectives. Developed the "Quality Management Plan" for the global IBM implementation of their Siebel software.

- ◆ Generated over \$2 million in new business within a 6-month period

**Engagement Manager (1999)** – Provided engagement management expertise, enhanced alliance partnerships, and served on business solution proposal teams for the SAP Southeast Practice. Co-developed the winning SAP HRMIS-II project proposal for a U.S. Department of Defense client.

- ◆ Directed and mentored project management team in the successful implementation of Phases 1 and II of the project.

**ESI INTERNATIONAL, Arlington, Virginia**

**1998 to 1999**

**Senior Consultant** – Developed and delivered project management methodologies/processes that strengthened and streamlined client service delivery operations for ESI industry-leading Financial and Telecom clients such as Bank of America, Frontier Communications, and AT&T. Co-developed ESI's project management maturity model and methodology products.

- ◆ Achieved client strategic objectives, increased ROI and reduced Total Cost of Operation.

**U.S. ENVIRONMENTAL PROTECTION AGENCY, Washington, D.C.**

**1989 to 1998**

**Senior Project/Portfolio Manager (1995-1998)** -- Developed, implemented, and directed a \$10 million Project Portfolio Program involving biotechnology, IT, environmental risk, and engineering-based projects for the National Center for Environmental Assessment. Provided engagement and project leadership to over 10 project leads.

- ◆ Delivered more than 25 projects on schedule and within budget.

**Project Manager/Lead (1993-1995)** – Managed development and led the implementation of a congressionally mandated \$2 million organizational change/design project that restructured EPA's national laboratory system which established three national laboratories and two national centers. Lead project teams of 10 to 50 members, handled project logistics, communications, issue management and problem resolution. Co-authored the organization design plan.

- ◆ Reduced number of facilities by 80%, increased operation efficiency and reduced Total Cost of Operations.
- ◆ Delivered organizational change project on schedule, within budget, and achieved all performance criteria.
- ◆ Awarded the U.S. Environmental Protection Agency's Silver Medal for "Outstanding (Project) Management Performance"

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**Program Manager (1990-1993)** – Managed a \$100 million Superfund program for the Office of the Comptroller. Strengthened business alliances with the seven-program member Federal Agencies and Departments.

- ◆ Streamlined the budget process, enhanced reporting/auditing procedures, and improved operational efficiency.

**Economist (1989-1990)** – Conducted economic analyses for the Office of Pesticides on the application of agricultural chemicals.

- ◆ Accomplished all targeted goals with efficiency and accuracy.

**FLORIDA CITRUS MUTUAL, Lakeland, Florida**

**1985 to 1989**

**Director of Economics** – Conducted, developed and reported on economic, market and financial analyses, trends and forecasts for Florida, U.S., and international citrus industries. Managed all department functions and staff.

- ◆ Achieved industry recognition for conducting and presenting highly accurate forecasts and analyses.
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**EDUCATION**

**M.B.A., *magna cum laude***, University of South Florida, Tampa, Florida

**Completed PhD Coursework**, Environmental Science & Public Policy [Technology],  
George Mason University, Fairfax, Virginia

**M.S.**, Economics, University of Tennessee, Knoxville, Tennessee

**B.A.**, Economics, University of South Florida, Tampa, Florida

**CERTIFICATIONS**

Project Management Professional [PMP] - Project Management Institute

**AUTHORSHIP/MENTORING**

Contributing Author, “*Case Study: Focus on Free Cash Flow*” in Building Biotechnology, Starting, Managing and Understanding Biotechnology Companies”, Second Edition [thinkBioTech LLC: 2006], by Yali Friedman

Contributing Author, “*Free Cash Flow—The Essential Ingredient For Growing A Business*” in ADVANCED TOPICS IN BIOTECHNOLOGY BUSINESS DEVELOPMENT, Winter 2008, by Yali Friedman

Member, Editorial Board, Journal of Commercial Biotechnology

STTR/SBIR, Development Capital Networks [DCN], Commercialization/  
National Science Foundation [NSF] Mentor Program.