

# Christopher S. Donahue

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BUSINESS DEVELOPMENT LEADER

415 Pisgah Church Rd PMB 356  
Greensboro NC

## Certifications

### PROFESSIONAL

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- Lean IT Foundation
- Certified Scrum Product Owner (CSPO)
- Certified Scrum Master (CSM)
- PMI Agile Certified Practitioner (PMI-ACP)
- Project Management Professional (PMP)
- Certified in the Governance of Enterprise Information Technology (CGEIT)
- Certified in Risk and Information System Control (CRISC)
- Certified Information Security Manager (CISM)
- Certified Information Systems Auditor (CISA)
- ISO 27002, ISO/IEC 20000, and ITIL V3 Foundation
- Project+ and Security+
- Association of Proposal Management Professionals Foundation (APMP-Foundation)\*Expired
- Various Cisco, Microsoft, VMware Credentials

## Education

BACHELOR OF SCIENCE  
OCEAN ENGINEERING  
*Florida Institute of Technology*

## Summary

Self-motivated, results-driven business development professional with proven experience in both sales and project management capacities. Ability to work autonomously and as a team player, with demonstrated strengths in leadership and mentoring. Active community engagement, with an eagerness to share and expand capabilities. Twenty plus years Information Technology experience. Top Secret.

## Focus

My focus is helping federal agencies, customers, partners, and teams transform into high velocity organizations that innovate faster while fostering a high-trust, collaborative culture. I am a Lean, Agile, and DevOps champion. I am an advocate of Lean UX and fusing human-centered design, iterative development and Lean Startup. I believe in openness and human networks that scale across organizational boundaries. I consider these principles, coupled with modern, software-defined on-demand infrastructure, as fundamentals of agility, growth, and value creation.

## Work experience

### PRESIDENT

*Brydenn - Greensboro, NC | 2015-Present*

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President and founder of Brydenn, an enterprise solutions and digital consultancy that combines advisory, management, and technical expertise to deliver innovative mission capabilities and engaging customer experiences. Accountable for strategy and growth.

### VICE PRESIDENT OF BUSINESS DEVELOPMENT

*Futron Incorporated - Greensboro, NC | 2015-2015*

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Futron's first Vice President of Business Development charged with creating a new strategic software and application development practice. Defined growth plan focusing on lean, agile, and DevOps principles, software-defined on-demand infrastructure platforms, and contract vehicles. Introduced Lean Startup principles and human-centered design concepts to drive business development focus. Utilized value stream mapping, customer journey maps, minimum viable product (MVP), validated learning, and customer feedback.

## Skills

### BUSINESS

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- Sales & New Business Development
- Capture & Proposal Management
- Program & Project Management
- Training, Development, & Team Building
- Federal Acquisition & Contract Mgmt.

### PROFESSIONAL

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- Lean, Agile, & DevOps
  - Lean Startup & Lean UX
  - Security & Information Assurance
  - Infrastructure & Systems Integration
  - Governance, Risk & Compliance
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## Clients

- US Special Operations Command
- US European Command
- US African Command
- Federal Bureau of Investigation
- Department of Agriculture
- Department of Labor
- Department of Veterans Affairs
- General Services Administration
- Social Security Administration

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## Social

-  [www.christophersdonahue.com](http://www.christophersdonahue.com)
  -  [linkedin/in/christophersdonahue](https://www.linkedin.com/in/christophersdonahue)
  -  [twitter/@chris\\_s\\_donahue](https://twitter.com/chris_s_donahue)
  -  [meetup.com/members/chrisdonahue/](https://www.meetup.com/members/chrisdonahue/)
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## Work experience (continued)

### VICE PRESIDENT OF COLLABORATION

*Futron Incorporated – Greensboro, NC / 2000-2014*

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Joined Futron as General Manager; quickly promoted to Vice President of Collaboration. During advancement, performed roles of Capture Manager, Project Manager, Sr. Project Manager, Program Manager, and Program Director.

Adept at meeting the unique challenges associated with leading teams in the capture and execution of various multimillion-dollar federal task orders, IDIQs, and GWACs. Skilled at discussing solutions to meet the end client's emergent need, evaluating procurement options with Contracting, developing winning proposal responses, and overseeing all aspects of client engagement. Encourages diversity of thought and team collaboration to maximize customer value.

#### Sample Work:

- Capture Manager / Program Manager for Enterprise Information Technology Contract with U.S. Special Operations Command (\$11.2M - Professional Services)
- Capture Manager / Program Manager for Voice Replacement contracts with Department of Veterans Affairs (\$27.8M - Telecommunications)
- Program Manager for Certification and Accreditation program with U.S. Department of Agricultural (\$2.4M Security)
- Capture Manager / Program Manager for Video Teleconferencing program with Mine Safety and Health Administration (\$7.7M - Collaboration)
- Capture Manager / Program Manager for DHS Eagle II, GSA Alliant SB, and GSA 8(a) STARS GWACs.
- Program Manager for NITAAC CIO-CS and GSA Connections II GWACs.

### INFORMATION SYSTEMS MANAGER

*Brady Trane - Greensboro, NC / 1997-2000*

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### NEW EQUIPMENT SALES ENGINEER

*Pittsburgh Trane - Pittsburgh, PA / 1991-1997*

## Recommendations



**Matt Qureshi**

FUTRON INCORPORATED  
PRESIDENT

*I can recommend Chris for any organization looking to grow their business*



**Tyler Golden**

RED HAT MANAGER,  
GLOBAL RECRUITING & RESEARCH

*I can without reservation recommend Chris as a leader and value-creator for any organization and/or team*