



8/08-Present, Kelly Watts, LLC, President

A woman-owned small business providing professional consulting with DoD and private industry by Connecting & Navigating Businesses with the Federal Government Procurement System. Initiates teaming arrangements between companies and identifies DoD opportunities to pursue; introduces small businesses to large business; contacts Government Agencies to work with small businesses who are not currently doing business with the Government; assists with the proposal life cycle; and recommends the appropriate GSA schedule in conjunction with establishing GSA schedules for individual companies.

1/01-7/08, The Columbia Group, Vice President, Business Development

- Responsible for overall business development, management, and business performance within the company.
- Increased revenue from \$16M in 2001 to \$30M in 2008.
- Strategic business planner generating sales of the group's analysis and management services.
- Developed new business, enhanced customer relations, and provided technical oversight.
- Directed work that increased revenues and directly contributed to the capture of numerous multi-year contracts.
- Led strategic initiatives that expanded the business base from traditional Naval Sea Systems Command (NAVSEA) Navy Headquarters customers to now include Naval Surface Warfare Centers, and other Government activities around the country.
- Work directly with the company President, quickly established specific and measurable business development and performance goals, then met them.
- Was instrumental in assisting a small business firm to be awarded numerous multi-year contracts funded at over \$40M with a total potential value in excess of \$69M dollars.
- Contacted, networked and visited with existing and prospective customers daily.
- Demonstrated strong presentation, organization and communications skills as a Program Manager for several U.S. Navy contracts totaling over \$2.5M in annual revenue.

8/91-1/01, Integic (acquired by Northrop Grumman), Budget/Financial Manager

- As a Budget/Financial Manager for the Defense Technologies and Services Group maintained and updated various financial programs in support of Navy program offices.
- Assisted in updating Navy appropriations in current year, mid-year, phasing plan, Program Review (PR) and Program Objective Memorandum (POM) years for NAVSEA.
- Reviewed and submitted requirements for preparation for Navy funding documents for several program offices.
- Developed, maintained the financial tracking systems for these documents by appropriation within the program office, and reconciled with the Standard Accounting and Reporting System (STARS) report.
- Maintained data bases for selected programs and projects within NAVSEA and provided continuing support to material acquisition and financial management programs.



- Prepared overview program briefs and provided support, as required in the development and update of other NAVSEA acquisition and financial briefings to present to OPNAV, OSD, etc.

7/80-8/91, PRC Inc. (acquired by Northrop Grumman and previously Advanced Technology, Inc.)

9/89-8/91

Budget/Financial Manager

- Responsibilities included maintaining and updating various financial programs in support of the NAVSEA program office.
- Assisted in updating appropriations in the current year, mid-year, phasing plan, and Program Objective Memorandum (POM) years for NAVSEA. Reviewed and submitted requirements for preparation for Navy funding documents for several program offices.
- Developed, maintained the financial tracking systems for these documents by appropriation within the program office, and reconciled with the Standard Accounting and Reporting System (STARS) report.
- Authored the NAVSEA 56X33 Diesel Engine Branch **FINANCIAL MANAGEMENT GUIDELINES HANDBOOK**.

9/82-12/90

Program Manager

- Project Manager for David Taylor Naval Ships Research & Development Center (DTNSRDC), a \$1.0M subcontract between PRC INC and MAR, Inc.
- Responsibilities included coordination with task managers for future marketing areas while sustaining efforts with the existing client at DTNSRDC.
- Provided financial planning in the monitoring of fee accrual, monthly costs, and projected costs of ongoing and new tasks to be marketed and assigned.
- Coordinated and submitted to MAR, INC., monthly status reports, which identified any deliverables and monthly expenses.

7/80-9/86

Business/Financial Manager

- Maintained contract records, reviewed budgets; performed audits; determined policy; reviewed capital expenditures; and performed long-term financial planning.
- Worked closely with contract managers to analyze and organize the financial control systems for new contracts.
- Responsible for forecasting and analyzing actual performance data for department goals of direct labor, sales, booking, backlog, and personnel.
- Prepared quarterly and annual management meeting material on Division Fiscal vs. Actual.
- Responsible for major aspects of profit/loss planning for one tenth of PRC Inc.'s business.
- Developed several programs to provide financial support services for tracking all aspects of financial information.

Affiliations:

Member of American Society Mechanical Engineers (ASME) since 1991
Small Business member of NDIA