

K. Ryan Jenkins

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Global Management Executive

Federal Contracts / Business Development / Operations

~10 years of logistics, installation life support, training, maintenance, and facilities management supporting United States and Allied Army, Navy, Air Force and Marine services in the most remote and austere locations in the world. Proven expertise in contracts, finance, and capture management consistently identifying and qualifying new business opportunities and working with business development teams through the capture process that lead to continued organic growth, maximized IDIQ, and expanded market footprints. In the past 20 years, excelled with increasing roles of responsibility overseeing organizational and federally owned property and budgets more than \$5.5 Billion USD.

Experience in leading and managing contracts personnel, accountants and financial analysts using a collaborative approach to advancing systems and processes, including the ability to balance innovation and openness to new ideas on large-scale contracts and programs, with a global mindset, and a passion for revenue growth, delivering quality, timely, and cost-effective solutions, demonstrating a quantifiable reputation for leading teams of subject matter experts to deliver best in class solutions for critical government and business needs.

- ✓ *Government Relations*
- ✓ *Logistics & Procurement*
- ✓ *Budget Preparation & Analysis*

- ✓ *Strategic Leadership*
- ✓ *Capture Management*
- ✓ *Financial Governance*

- ✓ *Operations Management*
- ✓ *FAR & DFAR knowledge*
- ✓ *Active SECRET Clearance*

PROFESSIONAL EXPERIENCE

Senior DoD Business Development Advisor

Palladium, Washington DC, USA

2021 – Present

Palladium is a global impact firm, working to link social progress and commercial growth with a global network operating in over 90 countries. Primary clients are US, UK, and Australian governments focused in the development and defense sectors.

- Capture Manager for GlobalCAP, LOGCAP V Biosecurity Inspection and Cleaning support, NAVFAC Singapore BOS, and NAVFAC Diego Garcia BOS contracts
- Supports business capture and live proposal efforts for assigned opportunities inclusive of technical writing, identifying partners and subcontractors, providing inputs to the cost and pricing process, meeting with key stakeholders in various countries, etc. engaging all aspects of strategy including teaming agreements, negotiations, price to win strategy
- Provides senior level support to current programs both on the ground and from the HQ inclusive of generating assessments of on-ground operations, analysis, recommendations, and projections on Palladium projects
- Serves as the senior advisor on supply chain, logistics, and BOS activities by also staying abreast of industry key developments in procurement and logistics innovations in USG agencies CONUS and OCONUS
- Represents projects, Palladium, and programs related to procurement and logistics with clients

Senior Business Manager – Enhanced Army Global Logistics Enterprise (EAGLE)

Amentum, Bagram, Afghanistan and Dubai, UAE

2020 – 2021

Amentum Company Field Installation Readiness Support Team (AC FIRST) provides logistics, supply & services, transportation, vehicles & weapons maintenance, security, quality management, safety and environmental, facilities management, IT support and program management at 9 locations throughout Afghanistan on a Cost-Plus Fixed Fee (CPFF) contract.

- Led the Business Management Division with 5 reporting sections: Contracts, Financial Planning & Analysis, Payroll/Cash management, Travel, and IT
- Oversight of 1100+ employees and Profit and Loss (P&L) responsibility of \$118M/yr. in revenue
- Owned finance functions of Estimates at Complete (EACs), revenue recognition, budgeting/reporting, forecasting, managing indirect rates, modification proposal pricing, long range planning

Senior Business Director – Singapore Base Operations Support (SBOS)

Constellis (Centerra Group), Singapore

2017 - 2020

Multi-function support service Cost Plus Incentive Fee (CPIF) contract which includes operations support for US Navy, US Air Force, US Coast Guard, US Embassy and others at the Sembawang Naval Port, Changi Naval Port, and Republic of Singapore Air Force Base in direct support of infrastructure and approx. 500 USG personnel

- Head of business development, contracts, procurement, and accounting departments
- Key member of the bid team for an RFP valued at \$1B+, attended the pre-proposal conference, lead on the management section of the proposal, pink and red team reviews, final proposal revisions, and post submission RFI's
- Oversight of 100+ employees, 5 subcontracts (150+ employees) and P&L responsibility with organic growth from \$7M to \$8M/yr. in revenue

Business Manager – Diego Garcia Base Operations Support (DGBOS)

Constellis (Centerra Parsons Pacific LLC), Diego Garcia, British Indian Ocean Territories

Joint Venture Fixed Price Award Fee contract that manages all aspects of the Island; Services include: public works, electric power and distribution, water, sewage and waste management, medical, dental, harbor operations, air terminal and airfield operations, restaurants and food, grocery store, recreation, clubs, supply chain and logistics, fire department, petroleum and fuels storage, etc.

- Served as the Chief Financial Officer, head of accounting, contracts, and business development departments
- Oversight of 1600+ employees and P&L responsibility of \$60M/yr. in revenue

Program Manager – Bahrain Base Operations Support (BBOS)

Constellis (Centerra Group), Manama, Bahrain

Firm Fixed Price (FFP) Contract at the US Naval Support Activity Base at Mina Salman Port that hosts the 5th Naval Fleet including the DoDEA School, AMC facilities at the International Airport, NSA Aviation Unit, Riffa Army Base, Isa Air Base, and Jebel Ali port in Dubai; Services include: security/force protection and facilities maintenance management of 350 buildings including custodial, waste removal, grounds maintenance, HVAC, reverse osmosis water plant etc.

- Executed the development, implementation, and management of the re-compete capture plan and associated strategy into the proposal end product and corporate offering
- Managed 550+ regular and subcontracted employees with P&L responsibility of \$20M/yr. in revenue

Senior Finance Advisor – Ministry of Finance

DynCorp International (Acquired by **Amentum**), Kabul, Afghanistan

2016 – 2017

Under the Combined Security Transition Command – Afghanistan (CSTC-A); train, advise, assist, and mentor Ministry of Finance (MoF) senior executives on treasury oversight, budget formulation and execution (\$5.5B+ budget) and customs. Primary liaison with the 30+ embassies, US State Department, USAID, United Nations Development Programme (UNDP), International Monetary Fund (IMF) and the World Bank

- Through the UNDP, provided top oversight for the Law-and-Order Trust Fund – Afghanistan (approx. \$500M) which funds all police payroll expenses and professional development programs in the Ministry of Interior (MoI)
- Special Advisor to the Afghan Airfield Economic Development Commission and development of Special Economic Zones

Program Manager – Afghan Air Force (AAF)

Engility Corporation (Acquired by **SAIC**), Kabul, Afghanistan

2011 – 2016

Firm Fixed Price (FFP) contract to provide consulting services to the top Afghan Air Force leadership in the functional areas of Base Operations Support, Logistics and Maintenance, Engineering, Fire Department, Finance/Budget, Human Resources, overseeing the Train, Advise, Assist, Command (TAAC-Air) mission to the AAF. The AAF consists of 8,000 military and civilian personnel with a \$1.2B budget

- Trained Afghan Air Force Senior Staff capable of formulating and executing an annual budget, directing all logistics resource integration efforts, and ensuring funds are spent in accordance with legal restrictions and guidance
- Advised the comptroller and staff regarding planning, programming, budgeting, and execution of a \$1.2B budget
- Managed 30 direct reporting Senior Advisors and Local Afghan Interpreters/Translators with P&L responsibility of \$4.8M/yr. in revenue

Contract Manager – Kuwait Base Operations Support Service Security (KBOSSS)

Engility Corporation, Kuwait City, Kuwait

Oversee and direct up to 150+ multinational employees in a Firm Fixed Price (FFP) subcontract. Oversee four departments across two U.S. military camps comprising aspects of government relations, logistics operations to 23 countries throughout CENTCOM, and contract support. Overall contract liaison addressing audits and change of scope negotiations

MILITARY SERVICE

Division level G-55 Strategic Planner

United States Army Reserve, Ft. Douglas, UT

2021 – Present

Serves in a 2-Star Homeland CBRNE Contingency Response Joint Task Force Headquarters and 76th Operational Response Command (ORC)

Logistics, Civil Supply, and Economics Officer

United States Army Reserve, Kaiserslautern, Germany

2013 – 2021

Administration of economic controls related to commerce and trade i.e., price controls, black-market activities, monetary and fiscal policy implications. Country Financial Risk Analysis and Demographic Research: Monitored and assessed local economic systems to include banking, financial activities, agencies, services, personnel, and resources

- Determine the availability of local supplies, identifying private and public property available for military use and develop plans and provide operational oversight and supervision in rehabilitating or establishing government and commercial supply systems and facilities through coordination with foreign governments, NATO, NGO's and U.S. resources
- Analyze, assess and provided technical expertise to identify and assess public administration budget systems, agencies, services, personnel and resources pertaining to the operation and administration of local, regional and national governance in areas of operations and finance
- Liaise and coordinated with foreign national government administrators and agencies in support of fiscal analysis and operations. Advised and assisted in restoring, organizing, and operating public government systems and agencies

Aviation Officer (UH-60 Blackhawk Helicopter Pilot)

Army National Guard

2003 – 2013

Responsible for up to 32 soldiers and 7 UH-60 Blackhawk helicopters valued more than \$100 Million

EDUCATION & CREDENTIALS

Doctorate of Professional Practice in Global Leadership & Management (projected 2026)

Master of Global Management

Thunderbird School of Global Management, Phoenix, AZ

Master of Science in Finance &

Master of Business Administration

Indiana University, Bloomington, IN

Command & General Staff College

US Army, Ft. Leavenworth, KS

Bachelor of Arts in International Studies

Brigham Young University, Provo, UT

Program Management Professional (PgMP®) &

Project Management Professional (PMP®)

Project Management Institute

Certified Professional Contract Manager (CPCM™) &

Certified Federal Contract Manager (CFCM™)

National Contract Management Association

Certified Defense Financial Manager with Acquisition specialty (CDFM-A)

American Society of Military Comptrollers

Capturing Federal Business and Writing Federal Proposals

Shipley Associates