



# Robert Bowman

Senior Executive in Aviation & Government Services Contracting

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## Profiles

robert-bowman

## Summary

With over 20 years of expertise in government services contracting, aviation, and IT solutions, I specialize in leading complex technical programs, ensuring regulatory compliance, and driving strategic initiatives in highly secure environments.

## Experience

**ClancyJG International** 🌐 **2017 – Present**  
Vice President Lancaster, CA

I oversee nationwide aviation programs for an SDVOSB, managing 80 employees and multi-million-dollar government contracts, including FAA UAS Integration. As the primary federal liaison, I ensure top-tier contract performance, compliance with security standards (NIST SP 800-171, NISPOM), and maintain ClancyJG International's Facility Security Clearance. Additionally, I optimize business processes, modernize systems, and lead high-impact federal proposals.

**Stancil** 🌐 **2016 – 2017**  
Director of Business Development Santa Ana, CA

I led the complete rebranding of a public safety company, overseeing content creation, website redesign, trade show booth design, and customer case studies. I drove partner engagement, solution selling for hardware and software, and product development. Additionally, I secured a major commercial entertainment account in Lake Buena Vista, FL, delivering software, hardware, and ongoing maintenance. I also won key regional government contracts, including the Houston-Galveston Area Council (H-GAC), expanding market presence and revenue opportunities.

**HigherGround** 🌐 **2013 – 2016**  
Product Manager Canoga Park, CA

I led the "Voice of the Customer" initiative, shaping product solutions to maximize long-term value for public safety clients. As the organization's public safety expert, I contributed to NENA i3 architecture discussions, Industry Collaboration Events (ICE), and ensured 9-1-1 solution compatibility. I delivered technology presentations and webinars nationwide while representing the company at key industry trade shows. Additionally, I drove product strategy and roadmap development for HigherGround, a leading provider of logging, recording, and evaluation tools in the public safety sector.

## Clearance

Active DoD SECRET Clearance

## Skills

### Microsoft Office

◆◆◆◆◆  
Word, Excel, PowerPoint

### Adobe

◆◆◆◆◆  
Acrobat, Photoshop, Illustrator

### Front End

◆◆◆◆◆  
HTML, CSS, JavaScript

### Back End

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PHP, MySQL, Postgres

### Technical Skills

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Git, Docker, Windows CLI, Linux CLI

## Experience (Continued)

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### HigherGround

2007 - 2013

Senior Marketing Manager

Canoga Park, CA

I developed and managed an online RFP database, streamlining responses to complex government contract requirements. I also led the selection, negotiation, and implementation of a new CRM and marketing automation suite, driving adoption and optimizing sales funnel strategies with targeted nurture campaigns. Additionally, I directed and edited the [Whitcom video case study](#) and created a supporting presentation, *Evaluating, Selecting, and Purchasing NG9-1-1 Voice and Radio Solutions*, which was showcased at the NENA Conference in Indianapolis.

### Stamps.com

2007 - 2013

Web Developer

Santa Monica, CA

I led the design, development, and maintenance of the [Stamps.com](#) website, optimizing landing pages and promotional offerings to drive engagement. Additionally, I launched and managed an affiliate marketing and PPC campaign, achieving a 30% reduction in Cost Per Acquisition (CPA) through strategic analysis of historical conversion data.

## Volunteering

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### City Church - Lancaster

2006 - Present

Production Lead

I am extremely active in my local church at City Church – Lancaster where I volunteer weekly to support Sunday services running sound, lights, computers, and other production equipment. I am responsible for all Information Technology (IT) needs for the church from managing the website, to email, weekly video production, and network equipment for a 500+ member church.