

# ROBERT J. BOWMAN

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I am a seasoned executive specializing in technical aviation government services contracts with more than 20 years of relevant hands-on experience. I am looking to continue to grow in the government contracts arena leveraging my years of expertise at smaller government services organizations.

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## CLEARANCE

Active DoD SECRET Clearance

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## EXPERIENCE

### Vice President | ClancyJG International | Lancaster, CA

2017 – Present

I have direct supervisory responsibilities for approximately 80 full-time, part-time, and casual employees across various government programs located throughout the country, including secure government installations and remote telework employees. I oversee all day-to-day activities, including cost, schedule, and technical performance of government services contracts for a Service-Disabled Veteran-Owned Small Business (SDVOSB) specializing in Aviation. As the primary point of contact, I work closely with the government Contracting Officer's Representative (COR) and provide support for customers such as the Federal Aviation Administration (FAA), National Aeronautics and Space Administration (NASA), Army, Air Force, and Navy.

I manage the Controller Training Solutions (CTS) contract under subcontract to SAIC as the prime contractor (contract number: 693KA8-20-D-00008) and the Unmanned Aircraft Systems (UAS) Integration in the National Airspace System (NAS) contract as the prime contractor supporting the FAA (contract number: DTFAWA-13-A-00028), a Time and Materials (T&M) contract that received exceptional feedback from the COR on the Contractor Performance Assessment Reporting System (CPAR). Additionally, I manage safety-related programs for the FAA under subcontract to SAIC (contract number: DTFAWA-15-D-00031) and the Air Traffic Control and Management Services contract as the prime contractor supporting the Army National Guard Bureau (contract number: W9133L-15-C-0011).

I conduct technology audits and policy updates to ensure compliance with federal government security standards, including Protecting Controlled Unclassified Information in Nonfederal Systems and Organizations (NIST SP 800-171 Rev. 3). As the Assistant Facility Security Officer (FSO), I am responsible for implementing and maintaining a security program that complies with the National Industrial Security Program Operating Manual (NISPOM) requirements. I work in partnership with the DSS Industrial Security Representative (ISR) to process and maintain ClancyJG International's Facility Security Clearance (FCL).

I created and maintain ClancyJG International's Standard Practices and Procedures (SPP) documentation, covering security protocols and procedures related to our compliance with the NISPOM and the Security Executive Agent Directive (SEAD 3) as required by the Defense Counterintelligence and Security Agency (DCSA). I represent ClancyJG International during security reviews conducted by DCSA and oversee the annual self-inspection to ensure compliance with the NISPOM.

I audit, update, and streamline business processes, including software systems supporting accounting, new-hire onboarding, payroll processing, and opportunity tracking and response. Additionally, I develop proposals and serve as the primary point of contact for complex federal government procurements, handling data calls related to past performance, pricing, and compliance.

**Director, Business Development | Stancil | Santa Ana, CA**

2016 – 2017

I spearheaded the rebranding of a public safety company, managing all aspects of content creation, design, and production. This comprehensive effort included developing collateral, redesigning the website, creating customer case studies, and designing the trade show booth. My diverse responsibilities also encompassed partner nurturing, solution selling of premise-based hardware and software solutions, and product development. Additionally, I secured and managed a large commercial entertainment account in Lake Buena Vista, FL, providing software, hardware, and an annual maintenance contract. I also successfully responded to and was awarded regional government purchasing contracts, including the Houston-Galveston Area Council (H-GAC).

**Product Manager | HigherGround | Canoga Park, CA**

2013 – 2016

I was responsible for the "Voice of the Customer" initiative, including the documentation and implementation of product solutions designed to ensure long-term value to new and existing customers. I actively participated in National Emergency Number Association (NENA) i3 architecture committee meetings and contributed to NENA Industry Collaboration Events (ICE) to ensure compatibility with complementary 9-1-1 solutions. Recognized as the public safety expert within the organization, I was tasked with delivering technology presentations and webinars online and live at conferences across the country. Additionally, I represent the company at state, regional, and national trade shows. I oversaw the product strategy and roadmap for HigherGround, a leading supplier of logging, recording, and evaluation tools for the public safety market.

**Senior Marketing Manager | HigherGround | Canoga Park, CA**

2007 – 2013

I was responsible for the creation and management of an online database of request for proposal (RFP) questions and standard responses, in addition to project managing and drafting responses to address complex technical requirements identified in government contracts. Additionally, I was responsible for the review, selection, and negotiation for a new CRM and Marketing Automation suite for the company, overseeing their hands-on implementation, introduction, and rollout to company stakeholders. This includes crafting nurture campaigns to support the sales funnel. I also directed and edited the [Whitcom video case study](#) and generated the supporting presentation, "Evaluating, Selecting and Purchasing NG9-1-1 Voice and Radio Solutions," which was presented at the National Emergency Number Association (NENA) Conference in Indianapolis, IN.

**Web Developer | Stamps.com | El Segundo, CA**

2002 – 2006

Responsible for the design, development, and maintenance of all aspects of the [Stamps.com](#) website, including the implementation of landing pages and promotional offerings. Additionally, I established and managed an affiliate marketing and Pay Per Click (PPC) campaign, achieving a 30% decrease in Cost Per Acquisition (CPA) through analysis of historical conversion performance.

**Design Manager | Wham-O Toys | Emeryville, CA**

1998 – 2000

Responsible for the product design of the key product lines including Morey Bodyboards and Churchill swim fins. In addition, I was responsible for the design and development of various industry collateral, including sales sheets, brochures, and battlecards.

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## EDUCATION

**General Education | El Segundo High School**June 1994

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## **SKILLS**

### **Hardware**

Desktop workstations and servers, Advanced Networking, IP Video, Raspberry Pi.

### **Software**

Microsoft Word, Microsoft Excel, Microsoft PowerPoint, Microsoft Outlook, Windows Command Line Interface (CLI), Linux CLI, Adobe Photoshop, Adobe Illustrator, Adobe Premiere, Adobe After Effects, Docker, Visual Studio Code, Git, Adobe Analytics, Google Analytics, Salesforce

### **Programming**

HTML, CSS, PHP, MySQL/MariaDB, JavaScript, JSON

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## **VOLUNTEER WORK**

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.