

BARRETT JAMES WANN

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SUMMARY OF EXPERIENCE:

Dynamic and visionary executive with over two decades of unparalleled success in the US Intelligence Community and Department of Defense, specializing in relationship building and strategic business development within the high-stakes arenas of intelligence, cybersecurity, and IT solutions. Renowned for orchestrating multi-million-dollar growth initiatives, I excel in leveraging deep industry insights and robust technological acumen to secure competitive advantages and substantial revenue enhancements. My strategic foresight and exceptional negotiation skills have consistently forged vital partnerships and led to transformative outcomes across highly classified environments. Adept at navigating complex challenges, I deliver results that drive operational excellence and sustainable growth. With an active Top Secret/SCI clearance, I am poised to bring transformative leadership and innovative solutions to the forefront of national security and technology integration.

AREAS OF EXPERIENCE:

Strategic Business Development
Account Executive / Strategic Planning
Strategic Sales and Growth
Foreign Liaison / Foreign Area Officer
Effective Communicator, Listener
Program / Project Management / Leadership
Cyber Security / Intelligence Solutions
Foreign Military Sales FMS / ITAR

High Value Contract Negotiations
Resource Management and Prioritization
Customer Engagement Strategic Partnering
Client Relationship Management
Program Planning and Scheduling
Political Affairs / Foreign Relations
Revenue Growth and Market Expansion
IT, AI, ML and Technology Solutions
Integration

SECURITY CLEARANCE:

TS/SCI Poly (SAP) Active

PROFESSIONAL EXPERIENCE: (Classified affiliations omitted)

Business Development Executive for Leidos and Northrop Grumman

Defense Civil and Space Programs

Worldwide, Remote

2017 to 2024

Demonstrated success in growing civilian and government business by leveraging current technologies, customer intimacies, and inter and intra-company collaboration. Expanded and qualified the opportunity pipeline, to include existing as well as adjacent markets and customers, through diligent and timely identification and qualification of new business opportunities.

Supported the development of growth plans to ensure alignment with strategic goals. Lead and participated in the identification, qualification, and pursuit of strategic business opportunities.

Developed internal cross-organizational relationships to drive new growth through collaboration with the other business sectors.

Obtained market intelligence and competitive data pertaining to potential targeted pursuits and developed marketing strategies that maximized the value of that intelligence. Participated as a thought leader in bid decisions, gate reviews and the development of cost strategies. Conducted customer visits and performed research to understand current and emerging customer needs and requirements.

Established, built, and maintained customer relationships and assess competitor capabilities aligned to specific customers across a diverse business portfolio.

From being a government customer, my strength is focused on engaging with government customers from the Navy (Surface/sub-surface community, NUWC, NWC, INDOPACOM) Army, (USAREUR, INSCOM, EUCOM, SOCOM, Aberdeen) Space (SDA, SSC, AFRL, Space Force, SPACECOM, USAF, and restricted) and the IC (NSA, NGA, DIA, NRO, CIA) to understand the needs of the reequipments and work with them to shape the best outcome for all parties.

Own responsibility for the management and execution of the full business development life cycle process across multiple simultaneous pursuits and proposals. Identified gaps and emerging requirements, performed market and economic analysis, conducted business intelligence, designed, and executed formal capture plans, and monitored competitor activity. Developed the overall Defense BD strategy, as well as developed internal and external partnerships, campaigns, and associated marketing within each company. Collaborated with teams of business development professionals, including VP's, Senior Directors, and staff, in achieving short and long-term business development goals. Maintained pipelines exceeding several billion and executed cost-effective win strategies in achieving annual financial objectives.

While supporting captures, demonstrated exceptional leadership, collaboration, communication and team building skills leading diverse teams, and worked successfully within a tight schedule. Collaborate closely with business execution leadership and several business functions including business management, contracts, global supply chain, security, etc. Developed capture strategies and tactics to produce capture products such as competitive assessments, teaming strategies, and prices-to-win analysis results applied to improve competitive posture. Developed clear and concise win themes for the capture. Understood the customer marketplace, stakeholder customer organizations and budgets to identify market drivers and trends and develop strategies. Developed and maintained strong relationships with teaming partners and industry associations to help drive partnerships.

***Adjunct Professor for Cyber and Intelligence Activities
Salve Regina University
Administration of Justice
Newport, RI
2016 to Present***

Senior Lecturer serving as an Adjunct Professor for four advanced courses per academic year for undergraduate and graduate students. Developing and modifying the current course readings and lessons to ensure relevancy in rapidly progressing foreign policy and US political topic areas. Introduce Senior Government Officials (including Cabinet level) from DIA, CIA, NRO, NGA, FBI and the Military to speak to the students highlighting and placing in prospective the value of their coursework. Coordinate with DIA and CIA and other Naval War College staff to bring cross collaboration into the University. Worked with and collaborated with National Intelligence University, Naval War College and current government agencies to ensure the Cyber Degree Program and the intelligence coursework are reflective in the current teachings. Mentor students and assist them with resume editing and introductions as they pursue their IC career interests.

***DEFENSE INTELLIGENCE AGENCY
DIA Senior Representative to the Naval War College
Professor, Chair for Defense Intelligence
United States Naval War College, Newport, RI
2012 to 2017***

Served as the Senior Representative for the Defense Intelligence Agency office at the Naval War College. As a representative and Professor for the National Intelligence University, was tasked with the oversight of

DIA personnel, operations, budget, assessments, planning and the development of persistent and surge support, agreement negotiations and advising. Organize, plan, and set priorities for the allocation of resources within the office. Under Director DIA appointment, advised and supported Navy elements on federal government authorities, structures, political leaders, and cultures of the various DoD components, how they interact and connect; synthesize resources, information, and other inputs to effectively integrate and align component, IC, and USG interests and activities to achieve DoD-wide, national, and international priorities. Serve as advisor to the NWC President regarding not only academic guidance but, real time events to ensure the Commander can make sound decisions for his area of responsibility.

Serve on Special Staff of the Naval War College as the Chair for Defense Intelligence and Professor for Joint Military / Maritime Operations. Develop curriculum for both junior and senior courses as well as the development of independent electives covering intelligence collection, authorities, and use of SIGINT, MASINT, OSINT, HUMINT activities. Taught four full days a week, over 71 individuals, three-hour blocks of instruction for three trimesters. Developed and administered several classified electives that supported real time activities in foreign theaters of operation.

Provide guidance leading junior and senior students through the understanding of strategic planning, to include the legal and ethical challenges regarding law enforcement, politics, and crisis operations. Instructed Navy commanders and other services to lead maritime, joint, and multinational forces as well as providing them the critical tools to plan, execute, and assess a crisis and be better prepared to serve on a staff or in a maritime operations center. Guide students through war gaming scenarios providing challenges while serving in a white cell. Prepare and mentor students for real life Operational level planning and Command level engagement.

DEFENSE INTELLIGENCE AGENCY

Senior Security Advisor to the Command

Headquarters, United States Africa Command, Germany

2008 to 2012

As first Command Security Advisor, designed, staffed, resourced and managed the Geographical Combatant Commands newly created infrastructure to provide policy guidance to Commander and J-staff connecting our offices in Germany, England, Djibouti, Florida and Virginia. As Director, managed four supporting SCI branch offices located on four separate continents. Coordinated cross IC teams to ensure operational elements and programs were not on conflict.

Primary advisor to JSOC elements deployed under SOCOM and AFRICOM task orders. Deployed in support of Agency CT operations in North and Central Africa. Provided daily briefings to AFRICOM Commander during the Inter-Agency co-ordination brief. Worked hand in hand with NGA, NSA, NRO, and Chief of Stations to ensure security and counterintelligence planning were incorporated and modified during named operations.

With significant J6 (Communications) collaboration, developed and modified a communications branch to focus on the unique defense of our networks and communications. (Tactical Communications) Defined and managed information technology cybersecurity related programs and projects to include strategic and operational direction for program initiatives, activities, personnel, infrastructure, policy enforcement, emergency planning, and cybersecurity awareness. Evaluated functional requirements and coordinated with system architects to provide oversight in the development of IT solutions for the Command.

DEFENSE INTELLIGENCE AGENCY

DIA Senior Liaison to USAFRICOM

Headquarters, United States Africa Command, Germany

2007 to 2008

DIA Senior Command Liaison for AFRICOM (DFE). Led the initial team to establish the first DIA Senior liaison office to the Command. Established the policies and the agreements needed for DIA to become nested as a support Agency and Advisor to the J2 (Intelligence Director). Analyses policy and aligning the Commanders intent with DIA mission, personnel and objectives. Engaged with Congressional Staff, host government (Germany), allied military representatives (NATO and other), US State Department, and other US government agency officials regarding the newly expanded mission and authorities.

Represented the DIR Flynn/DIA in Command staff meetings with a focus on budget, policy, manning, and resources to support the newly formed Combatant Command. Rotated Chair of IC Inter-Agency Working Group with Senior Reps from NGA, NSA, NRO, FBI, State Dept. and CIA. Insured Foreign Partner agreements within the African AOR were modified to reflect changes in authority and were legally unbroken. Coordinate with EUCOM and German Representatives to expand SOFA authorities to hire and PCS staff to fill newly created positions. Coordinated with Command planners (J3/5) to ensure that DIA's billets are well distributed and nested within their staff to fill any potential intelligence gaps or requirements.

USAFRICOM TRANSITION TEAM

Command Team Planner

J2, Intelligence Security Cooperation, Germany

2007 to 2007

As one of only thirty subject matter experts engaged in African stability efforts, was selected by the EUCOM J2, BG Keller, to represent the Intelligence Directorate for several months, drafting policy, and international agreements that created the US Africa Command. Met personal with several US Senators and Foreign Leaders to receive input and discuss SOFA agreements. Developed Command missions and functions, personnel numbers, and budgets, locations of Command HQ and its satellite locations, its public and military focus, combatant forces, support forces to include coalition liaisons, legalities and agreements. Outcome was a fully functioning Combatant Command with over six thousand personnel at its HQ's in Stuttgart, Germany and deployed locations, charged with leading the Dept. of Defense and State Department's engagement on humanitarian, stability, counter-terrorism and counter-drug efforts.

US EUROPEAN COMMAND

J2, Intelligence Security Cooperation, Germany

African Partner Capacity Building (Train and Equip)

Global Arms Trade (ITAR)

2006 - 2007

Supported Theater Security Cooperation (TSC), Intelligence Capacity Building (ICB), and Train and Equipping (T&E) programs in North Africa for the Command J2/5. Worked closely with Department of State regarding ITAR requirements and oversight for supporting our partner nations. Engaged with foreign partners and US Embassy staff, to develop long term strategic goals and short term operational initiatives. Managed varying titled funding and best practices to appropriate funds to support long- and short-term US theater goals.

Functioned as the import export authority for US EUCOM programs and operations, providing analyses of State Dept regulations (ITAR/EAR), laws and requirements. Provided export and technology transfer guidance to programs and customers. Identified specific import/export requirements, obtained detailed information from office or Agency in order to prepare and submit required import/export licenses and

agreements. Developed licenses and agreements and provided program specific guidance and procedures assuring compliance with regulatory requirements and Command policies and procedures. Ensured technical specifications, documents and technology to be exported to foreign parties satisfies license requirements, protects intellectual and proprietary rights, and is disclosed in accordance with State Dept export procedures and processes and under the authority of appropriate

Primary engaging initiatives were Operation Enduring Freedom - Trans Sahara (OEF-TS) and in support of US Navy's 6th Fleet, Gulf of Guinea Maritime Capacity Building which aimed to increase stability in the region and develop military and law enforcement organizations. Updated plans and policy for the J2/5 and socialized to orchestrate the long-range intelligence capacity strategies in coordination with the Joint Staff, National Intelligence Agencies, Component Commands, Allied Nations, US Embassy Country Teams, and respective Defense Attaches. Worked within planning teams to manage all Command theater intelligence cooperation activities, bilateral/multilateral exchange agreements, host international conferences and coordinate bilateral training.

DEFENSE INTELLIGENCE AGENCY

Counterintelligence (Worldwide)

Federal Agent

J2004 - 2006

Provided a full spectrum of support to DIA's worldwide overt and covert collection platforms. Assigned to identify threats, albeit physical, technical or cyber, of DIA's global assets. Supported HUMINT, SIGINT and MASINT platforms identifying unique threats and vulnerabilities and developed plans to mitigate, exploit or neutralize threats. Supported Joint Inter-Agency efforts and deployed to high threat areas and combat zones to support Defense HUMINT, SIGINT, MASINT or Technical Collection efforts and programs. Supported tactical antiterrorism programs, counter-surveillance operations and advanced firearms/counter-ambush training. Deployed to augment Defense HUMINT operations in Baghdad and provided non-conventional weapons and survival training to several DIA collection teams.

NATIONAL SECURITY AGENCY

Counterintelligence/ International Engagement (Worldwide)

SIGINT / CYBER / Information Assurance

Bad Aibling Station, Germany

Ft. George G. Meade, MD

2996 - 2004

Supported the NSA Operations Director focusing on driving SIGINT production efforts. Engage with German and British counterparts on joint SIGINT mission requirements. Manage partner customer information needs, requests to support joint efforts. Drive to support SIGINT production efforts. Interface with NSA HQ elements and external organizations on acquisition and capability activities. Develop enabling strategies, processes and technology to support our SIGINT collection requirement. Collected, processed and analyzed communications signals from foreign entities using advanced collection and processing equipment. Participated in the development, planning and coordination of the deployment of collection systems, including identifying appropriate collection access points, collection methods and plans necessary to exploit target networks. Collaborated across the Agency to upgrade capability to access emerging and critical foreign entities of interest, correct collection gaps and improve efficiency of intelligence collection approaches. Provided, time-sensitive mission support by maintaining situational awareness of potential cyber threats. Leveraged technical methods to manage monitor and execute large-scale operations in response to national security requirements.

Conducted joint offensive and defensive counterintelligence operations against the penetration, exploitation and compromise of National Security Agency critical assets and information from foreign, domestic and internal entities. Planned, supported and conducted sabotage, espionage, and counterintelligence investigations under the authority of the National Security Agency and the Secretary of Defense. Conducted liaison with foreign agencies and governments for the purpose of facilitating joint counterintelligence (CI) operations.

UNITED STATES SENATE
Senator Robert Smith, R-N H
Staff Assistant Washington, DC
1994 - 1996

Served as a Staff Assistant under Senator Robert C. Smith supporting national defense policy, intelligence reform and constituent issues. Conducted, analyzed and prepared research in support of legislation and Member requests. Developed and drafted policy, speech recommendations and constituent correspondence.

Education
MA. National Security and Strategic Studies
Naval War College
Newport, RI

BS. Political Science and History
Monmouth University
W. Long Branch, NJ

FLETC – Federal Agent Certification
Federal Law Enforcement Training Center
Glenco, GA

DoDPI – Federal Polygraph License
Department of Defense Polygraph Institute
Anniston, AL

Foreign Language
German (Bavarian)