

Todd Morgan

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571-314-3185 • Orange, VA

Strategic Leader with a passion for driving growth and innovation. Proven ability to develop and execute effective strategies in brand development, revenue generation, and IT optimization, resulting in significant benefits for million-dollar organizations. Adept at building strong customer relationships and fostering a culture of continuous improvement that enhances efficiency, customer satisfaction, and team accountability. Skilled in leading global technology implementations and change initiatives that deliver results while building and motivating high-performing teams.

- Operations Management
- Continuous Improvement
- Strategic Planning & Analysis
- Communication
- Best Practices
- Organizational Design
- Leadership
- Security Clearance: Top Secret
- Budgeting/Monitoring Revenue
- Quality Control
- Recruiting/Staff Advancement
- Complex Problem Solving

Professional Experience

Cape Fox Federal Contracting Group (FCG) • Chantilly, VA • November 2019 to March 2024

President Strategy and Innovation

Results-oriented Technology Leader with a proven track record of driving innovation and business growth. Successfully spearheaded the launch and operations of the Ketchikan Innovation Hub, which plays a pivotal role in shaping the organization's strategic direction through forward-thinking technology initiatives. Fostered a culture of transformative innovation, empowering teams to develop and execute a multi-year technology roadmap that aligns with the organization's vision. This collaborative approach led to new products and services, fueling business growth and profitability. Additionally, demonstrated strong leadership and negotiation skills by overseeing a successful headquarters relocation, achieving \$4.1M in rent abatement and tenant improvement concessions.

Led Transformative Growth for \$100M+ Revenue Subsidiaries

Lead transformative growth, increasing annual revenue by 138% and achieving \$4.2 million in net profit. You led a comprehensive portfolio encompassing strategic planning, business development, operations management, and conflict resolution for over 300 employees. Your focus on results included developing and executing the Annual Operating Plan (AOP) to ensure alignment with FCG's growth strategy and P&L objectives. Additionally, you championed innovation by fostering the development of Mission Statements, Corporate Values, and action plans for new startups within FCG.

- Cultivated a culture focused on exceeding goals, which directly contributed to a remarkable increase in annual revenue and profitability through strategic new business development initiatives.
- I managed a comprehensive portfolio that encompassed strategic planning, business development, operations, and conflict resolution for over 300 employees.
- Developed and executed the Annual Operating Plan (AOP), ensuring alignment with FCG's growth strategy and P&L objectives.
- Championed innovation, spearheading the development of Mission Statements, Corporate Values, and action plans for new startups within the FCG umbrella.

Koniag Government Services (KGS) (Subsidiary of Koniag) • Chantilly, VA • August 2018 to November 2019

Spearheaded the corporate mission and objectives within the Federal and National Security markets. Led all aspects of IT service delivery, ensuring client success, revenue growth, and profitability.

Key Achievements:

- Led a \$MM operation with 80 employees to operational excellence, achieving significant productivity gains through a strategic restructuring.
- Leveraged leadership and management expertise to guide a complex, multidisciplinary organization. As operating group manager, established and implemented practical goals and strategies for the entire Enterprise IT workforce, fostering a culture of innovation and accountability.
- Developed and managed budgets, ensuring optimal resource allocation for success. My focus on financial strength led to organic growth and a robust corporate strategy for IT and cybersecurity support services, leveraging my expertise as a Certified Information Systems Security Officer (CISSO).

Eagle Harbor Solutions (Subsidiary of KGS) • Chantilly, VA • May 2016 to April 2019

President

Led day-to-day operations and strategic direction for a startup, building a high-performing team and securing resources to achieve ambitious goals.

- Launched the company and achieved \$12M+ revenue and 18% margins within two years by assembling a talented team, defining annual operating plans, and spearheading successful go-to-market strategies.
- Forged a strategic partnership with a large business to develop audio-visual capabilities, resulting in a \$4.4M revenue increase in the first year.
- Secured critical certifications, including SBA 8(a) certification and Top-Secret Facilities Security Clearance, to enhance company growth potential.

Koniag Information Security Services (KSS) (Subsidiary of KGS) • Chantilly, VA • April 2014 to May 2016

Senior Vice President – Strategic Development

Led the development and execution of corporate and operational strategies, collaborating with top executives to ensure alignment with IT operations. Managed special strategic projects and spearheaded business development activities, driving significant revenue growth.

- Delivered \$10 million+ in annual revenue growth (11.3% increase) in FY15.
- Secured prime contracts exceeding \$42 million in FY16 with key government agencies, including FBI, TSA, FEMA, ODCMO, and DoD CIO.
- Forged strong relationships with government customers and industry partners, resulting in new and expanded business opportunities.

Additional employment as Program Director with Agilex, Program Manager with ITT, Principal Systems Analyst at BAE Systems, and Program Manager with US Federal Government Agency.

Education

Master of Business Administration (MBA), University of Maryland Global Campus (Sept 2024 completion)

Bachelor of Science, Information Systems, Post University

Certifications

- Certified Information Systems Security Officer (CISSO)
- Project Management Certification; James Madison University
- Agile Scrum Master Certification (CSM)
- Professional Certifications: Project Leadership, Management and Communications, Managing Projects, Project Management for Results, Facilitative Leadership; George Washington University