Gregory Fair, is a highly experienced Business, Technology, Sales, Marketing Project/Program, and Executive Management expert that has demonstrated the ability to lead complex business initiatives and diverse teams of professionals to new levels of success. Possessing strong business, client management, and technical skills with an impressive track record in critical program management for complex business initiatives.

Mr. Fair's specialty is managing complex, high-level projects or programs and getting results.

Currently seeking a permanent position with a dynamic, forward facing organization that has a clear vision of their future, and to help them develop, plan and execute the strategy to get there.

With diverse experience in the following areas, Mr. Fair would be a valuable asset to your organization:

- Executive Management
- Project/Program Management
- Business Consulting
- Business Strategy
- Marketing
- Technology Consulting
- Government Contracting
- Team Lead/Group Management (up to 200 personnel)
- Large-scale Project Management (National/Global)
- Software/Hardware Development
- Product Management, Development and Marketing
- I.T. Management
- Change Management
- S.E.O. and Web Presence Management
- Multi-million dollar Sales (exceeding $32M)
- Major Account Management (up to $1.2B)
- Relationship Management
- Critical Account Management
- Contract Administration
- Policy Development and Implementation
- Education, Training, and Mentoring

Thank You

Gregory Fair
Website: http://www.gforcetechconsult.com/
Linked in http://www.linkedin.com/pub/greg-fair/36/46/aaa

Gregory W. Fair
Executive Business/Technology Lead
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Mr. Fair is an Executive-Level Business, Sales, Marketing and Project/Program Management expert with over 25 years of high level business process/program and project management experience and has demonstrated the ability to lead complex business initiatives and diverse teams of professionals to new levels of success. Possessing strong business, client/relationship management, and technical skills with an impressive track record in mission-critical program management for complex business and government initiatives.

Mr. Fair's specialty is managing complex, high-level programs and delivering results.

~ Skills Matrix ~

Business:	**Technology:**	**Sales & Marketing:**
Project/Program Management	Technology Consulting	Multi-million dollar Sales
Business Strategy	Systems Engineering	Major Account Management
Relationship Management	Software Development	Marketing Campaigns
Policy Development	Systems Evolution	Effective Presentations
Team/Group Leadership	Technology Upgrades	Product/Brand Management
Change Management	Training/Documentation	S.E.O./ Web Presence

~ Experience – Gregory Fair ~

G Force Technology Consulting, Inc.   October 2001 – Present
Founder, C.E.O., Principal Consultant – Washington, D.C.

Providing technology, project, product and business process management support and leadership, Mr. Fair is an expert at leading mission-critical business units and technology initiatives.

- Recently served as a Sr. Project/Program Manager for a Treasury wide software development initiative with The Department of Treasury. Managed a team of 5 Software Developers, 3 Treasury Six Sigma "Black" and "Green" Belt Project Managers.
  - Prepared S.O.W., Weekly/Monthly Reports, Project Plans, Risk Management, Functional Requirements, Quality Control and System Design project documentation, also spearheaded initiatives with multiple Treasury divisions including the I.R.S., at the CIO and Deputy Secretary level. Delivered and implemented the proposed solution.
- Served on contract as C.I.O./Technology Director for a multi-state educational organization.
- Consulted for UPS, FedEx, Marriott, Hilton, Capital One, Bank of America, etc. on corporate web design, feature, functionality, UX & UI, branding and marketing initiatives.
- Consulted on product development, business branding, Marketing and Business Strategy.
- Served as Director of Washington D.C. Operations for a Civil Engineering firm, reporting directly to the President/C.E.O., coordinated with City Officials, Government Agencies (DDOT, VDOT) and at V.P. level with major contractors such as Parsons, Jacobs, Skanska.
- Provided Business Development, Business Strategy, Web Presence Management and Project/Program Management consulting for many local, national and global businesses.

Partial list of clients: http://www.gforce-business.com/Clients.html

Nortel Networks   June 1999 – September 2001
Regional Account Manager/Sr. Project Manager/Sr. Systems Engineer– Houston, Texas

- Lead major account teams to sell, design and implement multi-million dollar core router and network security solutions for complex multi-technology Carrier/Internet backbone networks.
- Served as Project Manager for several large-scale national and global initiatives, managed multiple Nortel Certified, CCNE and CCIE engineering teams (up to 100 Engineers).
- Nortel Certifications: NCTS, NCSE, NCDE, NCA, NSE.
- Consistently exceeded $32M sales quota, (largest single deal = $36M).

Madge Networks   May 1997 – February 1999
Major Accounts Manager, Senior Systems Engineer – Boston, Mass., then Houston, Texas

- Hired specifically to manage 4 large critical multi-million dollar accounts, Cigna, Aetna, G.E. Capital and TNRCC providing Critical Project and Account Management support.
- Sr. Project/Account Manager for N.Y.S.E., Mayor Giuliani, B.M.W., Mercedes Benz, Banco Do Brazil, Alcon, Air France, Continental Airlines, and many other national/global projects.
- Consistently exceeded $12M sales quota, (largest single deal = $27M).

Comlink, Inc.   September 1994 – May 1997
Director Field Service/Senior Network Consultant– Marlboro, Mass.

- Lead a team of 20 Network Engineers, Consultants and Project Managers in the field.
- Reported directly to President/C.E.O. and consulted on business and marketing strategy.
- Developed and delivered several training courses on Project Management, Network Design, Systems Engineering, Business Consulting and Customer Service.

Timeplex, Inc.   September 1988 – July 1994
Regional Manager/Network Consultant/Project Manager– Washington D.C, then Los Angeles

- Regional Branch Manager for the Los Angeles region, managing a team of 20 to 30 Network Engineers, Project Managers and Account Executives.
- Lead a team of over 200 Network Engineers as onsite Sr. Project Manager for U.S. Sprint, which included the redesign and upgrade of Sprint's global backbone network (the Internet).
- Sr. Project Manager/Account Manager for AT&T, F.B.I., State Department, Walt Disney, Blue Cross, American Express, Airbus, and many other major national/global projects.

U.S. Army – Telecommunications   April 1982 - April 1988
Network Technical Controller (MOS: 32D) – The Pentagon in D.C., and two overseas tours.

- Provided Network and Cryptographic Support for worldwide Top Secret networks for the DoD, C.I.A, D.E.A., F.B.I, N.S.A, The National Military Command Center (The War Room), The Joint Chiefs of Staff, The State Department, The White House, and many other government agencies. Honorable Discharge 1988, Security Clearance: Top Secret/SBI/SCI.

~ Education – Gregory Fair ~

Massachusetts Institute of Technology (M.I.T.)   -   Internet Design and Engineering
California Institute of Technology (Caltech)   -   Telecommunications Engineering
St. Petersburg College, St. Petersburg, Florida   -   Business and Project Management
*Plus many Business, Technical and PM courses and certifications (have certificates).