

Raymond J. “Joe” Maier

Eau Claire, WI

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PROFESSIONAL SUMMARY

- A leader committed to organizational success through collaborative work with functional and program staff in terms of transparency, effective communications, and implementation of organizational vision / strategy / operations.
- A diverse set of experiences within the Army and in corporate America allows for effective engagement with government customers in understanding their requirements and providing unique solutions.
- Exceptional Planner, Operationally focused, Gatekeeper for requirements, schedule, and finances
- Comfortable executing business operations independently with both internal and external stakeholders.
- Current Top Secret/SCI Clearance – SSBI Investigation – Numerous Special Access Program experiences

CORE COMPETENCIES

- Leader
- Life-Long Learner
- Cross-functional Teams
- Communicator & Facilitator
- Mentorship
- Corporate Strategic Planning
- Organizational Culture
- Space Domain Expert
- Military Joint Planner
- Collaboration
- Business Development
- Synchronous operations

PROFESSIONAL EXPERIENCE

Purple Mountain Solutions, Colorado Springs, CO

May 2010 – Present

Co-Owner / Chief Operating Officer

- Business owner ultimately responsible (with other owner) for all aspects of company performance.
- Past government customers include Department of Defense and Department of Interior.

Business Consultant, Boston FAM | d.b.a. Furniture & ApplianceMart and Ashley HomeStore August 2020-January 2021

Consultant

- Developed emerging capabilities and techniques supporting US Army and other customers as well as maintained unique Army operational capabilities.
- Examination of the organization’s operations and processes to include personnel, facilities, and equipment.
- Reporting to Chief Operations Officer with recommendations for efficient near-term operations as well as recommendations to facilitate long-term growth.

TMC Design, Colorado Springs, CO

February 2017 – May 2020

Program Manager, Development of New Capabilities & Maintained Operationalized Prototype Equipment

- Developed emerging capabilities and techniques supporting US Army and other customers as well as maintained unique Army operational capabilities.
- Team supported one-third of company’s efforts worldwide with personnel on three continents. Doubled team size in 3 years through aggressive marketing.
- Delivered artifacts were technically challenging yet met all requirements upon delivery due to aggressive quality program including equipment procurement, software development, and final integration testing.
- Oversaw cost accounting and forecasting, material accountability and procurement, information security, and personnel/program security.
- Worked through COVID-19 as part of essential business in remote capacity yet maintained system readiness on government-owned equipment.
- Participated in numerous exercises both CONUS and OCONUS with both operational and developmental capabilities.
- Used proposal plans and strategies to lead team in developing, defining, and implementing cohesive, integrated programs, products, material plans, and business plans that achieved overall current and long-term objectives for both company and customer.

Joe Maier

- Identified needed resources for projects, defined and assigned major program roles, led establishment of and set integrated work-breakdown-structure-based budget and schedule baselines, and monitored work accomplished to baseline plans to ensure rate of work completion was sufficient to meet program/product schedules.

Systems Solutions Group, Colorado Springs, Co

May 2011 – February 2017

Director Colorado Springs Operations & Program Manager of Capabilities Development

- Managed as business development, contracts, proposals, cost accounting, and supply chain lead through tenure at SSG and led all efforts in Colorado Springs.
- Expanded corporation revenue 50% and increased number of contracts available by competing for and winning additional contracting opportunities through engagement with government customers and other prime contractors.
- Developed emerging capabilities and techniques supporting US Army and other customers / Garnered positive results and optimism from US Cyber & Intelligence communities.
- Team conducted development and tests in Colorado Springs, Peterson AFB, and Fort Carson, CO; Dugway, UT; Albuquerque and Las Cruces, NM; Fort Hood, TX; and Europe, plus various customer locations across US.
- Team comprised of 4 companies and routinely had 20+ employees working program in Colorado, New Mexico, and Texas. Exercise support surged participating personnel to more than 100.
- Controlled program components, including contractor team workshare, software development requirements, schedules, control gates included routine program presentations to senior government customers.

BAE Systems, Colorado Springs, CO

September 2006 – May 2011

Project Manager, Capabilities Development

2009 – 2011

- Developed emerging cyber capabilities and techniques supporting US Army and other customers.
- Team conducted development and tests in Colorado Springs, Peterson AFB, and Fort Carson, CO; Dugway, UT; Albuquerque and Las Cruces, NM; Fort Hood, TX; and Europe, plus various customer locations across US.

Project Manager, Battlespace Command and Control Center

2006 – 2011

- This system provided a real-time air management functionality for the USAF deployed to Afghanistan and Iraq. The system integrated both US Military and host nation radar data to produce a comprehensive air picture for USAF controllers.
- Managed subcontractor performance, reporting, budget, schedules, and delivery of 3 fixed command and control systems for use in Middle East with a value exceeding \$100M.
- Served as principal contractor lead when dealing with multiple government agencies: US Army Space and Missile Defense Command, USAF Air Combat Command, USAF 9th Air Force, and USAF test community.
- In 2-year period, 3 fixed systems were delivered on schedule and within budget; each underwent extensive USAF testing and exceeded expectations each time.
- Produced 2 mobile training suites for use in US and Europe for training/certification of USAF personnel prior to deploying.
- Hired and onboarded new team members, including qualifying, interviewing, training, and assigning managers and supervisors.
- Oversaw analysis of operational issues and operating procedures, drawing correct conclusions and communicating clear and focused procedures and process improvement to applicable personnel.
- Achieved increased name recognition and additional products for capability demonstration through increased marketing and interaction at conventions.

Additional Experience

US Army, Worldwide Deployment

Chief Test Management Division, Joint Space Control Operations

Operations Officer 1st Space Brigade and Chief of ARSTRAT Space Plans

Participant: Training with Industry with Lockheed-Martin

XVIII Airborne Corps Space Operations Officer & Operations Chief of Staff

Graduate Army Command and General Staff College

Instructor and Associate Professor of Mathematical Science, US Military Academy

Infantryman, Tactical Operations

EDUCATION

Colorado Technical University, Colorado Springs, CO
Doctor of Management (DM), Organizational Development and Change

Delayed

Rensselaer Polytechnic Institute, Troy, NY
Master of Science (MS), Applied Mathematics

United States Military Academy, West Point, NY
Bachelor of Science (BS), Engineering Management: Mechanical Engineering