**10 Davenport Drive Apt 101 540-848-0136 (Cell)**

**Stafford VA 22554 571-430-1083 (Work)**

**mark.r.trail@gmail.com**

Proven leader with over 30 years of exceptional performance in various roles. Experience in building high performing teams and delivering unsurpassed results. Change agent who leverages both influencing and analytical skills to drive organizational success; leads by example and excels at coaching and developing staff. Possesses expertise in program management, project management, system engineering, risk management, and process engineering. Background includes serving as an Infantry Army Officer, in an organization that is committed to meeting the desired objectives. Certifications include SAFe Agile 5.0 and Program Management Professional (PMP).

## Qualification Highlights:

* **TS/SCI with Current SSBI & Poly**
* **20 years IT Program Management experience in $10 million-plus high-risk projects**
* **US Army Veteran: Including 8 years Infantry and 3 years as Acquisition Officer/COTR**
* **PMP Certified – 2018**
* **Certified: SAFe Agile 5.0, Scrum Master Certified**
* **Bachelor of Science: Computer Science**
* **Experienced leading large, multiple cross functional teams**
* **Starting with Lockheed Martin 20 years ago, I have continuously supported my organization through two divestitures and multiple mergers.**

## ARCFIELD (Previously Perspecta, Vencore, the SI, Lockheed Martin) – Landmark AOS Nov 2010-Present

### For the last 11 years, I performed both an Individual Contributor role and a Sub Contractor Program Manager role.

### **Sub Contract Program Manager** **Sep 2017 to Present**

* Sub-contract Program Manager for the 10-year, $40 million-dollar FFP/LOE Landmark AOS SETA Support contract.
  + Completed the 2nd Option Period within the +/-3% LOE swing.
  + AOS exceeded the Op Plan by $193k Revenue and $224k Profit.
  + Forecasting accuracy of 4.1% YTD month to month
  + Achieved employee utilization of 100.3% with program attrition of only 13% rate for this year
  + Met or exceed all corporate goals assigned to my program.
  + Built and maintain an outstanding relationship with the SAIC Prime PM and her 5 subordinate group leads.
  + Demonstrated expertise at building partnerships with relevant stakeholder both within SAIC and the government organization ensuring that both had the necessary personnel resources to accomplish their assigned missions
  + Provide day-to-day operational management of the 15 personnel located at 4 sites in 3 states, ensuring the successful attainment of all cost, schedule, and technical performance objectives.
  + Lead by example, trained as required and motivated my team to ensure they accomplished all assigned tasks in a timely manner

**System Engineering Technical Assistance (SETA) Lead activities: Nov 2010 to Present**

* **System Engineering Team Lead Nov 2018 to Present**
* Re-Established the System Engineering organization for the Enterprise Data and Application Platform (EDAP) Special Program Office (SPO)
* With limited resources established tailored engineering processes. Incrementally increase the depth and breadth of the SE teams responsibilities within the organization.
* Build strong partnerships across all 6 groups within the EDAP organization. Implement process that supported their ability to make technical trade-off decisions that helped then deliver product and services to their customers
* Continue to work as a Change Agent responsible for the organizational transition from traditional programmatic practices to a more Agile program management construct.
* Worked to drive the organization shift from a project-based organization to a services-based organization.
* Worked closely with our Chief Architects office and other stakeholders as we implement Agile ceremonies in place of waterfall gate reviews.
* Working to migrate requirements from and existing DOORS requirements database into a more Agile requirements process using Jira.
* Supporting the migration from traditional requirements to Solution, Feature Epic and user stories. Work with the product teams as acceptance criteria are defined and baselined.
* Defined and documented roles and responsibilities via the Responsibility, Accountable, Consulted, and Informed (RACI) for SE process across internal and external organization.
* **SETA Program Support Nov 2010 to Nov 2018**
* Requirements Management Lead for EDAP. Redesigned the requirements management process that provided top to bottom tracing, visibility and requirement verification that was implemented across each of the other four SPOs.
* Was instrumental in providing the necessary validation to show closure of the MSA 1.2 and FGA 1.0 requirements baseline.
* Worked closely with the System Engineering Directorate our primary stakeholder to ensure tracing, tracking and documenting to closure of requirements in the support of capability deliveries.
* Supported all aspects of a Data Distribution System (DDS) Major System Acquisition (MSA)
* Supported the development of the System Acquisition Plan, the Statement of Work, Acquisition Strategy Counsel presentation, Work Breakdown Structure and the initial acquisition schedule.
* Negotiated the new functional requirements baseline with numerous stakeholders from several different organizations to ensure requirements fulfilled the needs and desires of the new system
* Supported to the legacy SIGINT Data Distribution System (SDDS) Acquisition Office (AO). Duties included, day-to-day coordination between COTR and the developer to ensure that all aspects of the project technical and contractual requirements were being addressed.
* Manage the AO’s Request for Change (RFC) process to include authoring over 17 RFC’s and usher each RFC through the agency 45-day approval process. Perform coordination with multiple stakeholder which include the development contractor and operational organizations both inside and outside of the NRO for each RFC.
* Site Integration Lead ensured timely coordination between Acquisition Offices and site integration personnel so that installations, verifications and validations preceded smoothly limiting impact to customer operations.
* Provided SETA support to the Distributed Common Ground System-Intelligence Community Program (DCGS-IC).

## Lockheed Martin Corp. Nov 2000 – Nov 2010

### System Integration Manager, East Coast Labs Jan 2008 – Nov 2010

### Engineering Program Manager, Army Knowledge Online Dec 2006 – Jan 2008

### Hat Trick Program Manager /TBMCS-UL Functional Manager Nov 2000 – Dec 2006

## BTG, Inc. (SSDS, Inc. bought by BTG) – Fairfax, VA Mar 1999 - Nov 2000

* Software Development Team Leader

## Global Management Systems Incorporated – Bethesda, MD Feb 1997 - Mar 1999

* Senior Systems Engineer

## Galaxy Scientific Corporation – Arlington, Virginia Feb 1996 - Feb 1997

* Communication Specialist

## U.S. Army Company Grade Officer Assignments Dec 1984 - Feb 1996

Army Acquisition Corps/Functional Area 53 Computer Acquisitions

Infantry Officer Assignments

## EXPERIENCE/CERTIFICATIONS:

* SAFe Agile 5.0
* PMP 19 Mar 2018
* Certified: MCSE and MCP + Intranet
* 30 years of experience working with Microsoft Access, Word, Excel, Project and PowerPoint.

## EDUCATION AND TRAINING:

* Old Dominion University - Norfolk, Virginia  
  Bachelor of Science: Computer Science 1984
* U.S. Army - Fort Gordon, Georgia - System Automation Officer Course 11/92-4/93