

ROBERT (BOB) JACOBS
Atlanta, GA
(770) 831-0093 (h) • (703) 863-5008 (m)
bjacobs.bbjent@gmail.com
<http://www.linkedin.com/in/bobjacobs2/>

SUMMARY

Business Capture/Pursuit Leader with a demonstrated record of winning key customer opportunities creating long-term customer value. Recognized for thoroughly analyzing each opportunity, the competition, possible solutions and then determining the winning strategy. A builder of cohesive bid teams with aligned objectives, and managed by sound leadership skills. A committed team player who works and communicates at all organizational levels. Expertise includes:

- Analytical Skills
- Leadership Excellence
- Team Builder
- Creative Thinker
- Customer Focused
- Consensus Builder
- Managing/Directing
- Communications

PROFESSIONAL EXPERIENCE

LEVEL 3 COMMUNICATIONS, McLean, VA

2012 – 2013

Director Capture Management, Government Markets

- Led capture efforts in the pursuit of a global MPLS network valued at \$200+M. Created the capture strategies and implemented capture plans, analyzed competitive positioning, identified product and service gaps, performed SWOT analysis, risk analysis, led solution and competitive assessment reviews. Managed RFP response and proposal effort.
- Capture assignments also included the Public Safety Broadband Network (First Net) and state based Metro Ethernet network opportunities.

CENTURYLINK/QWEST, Arlington VA / Alpharetta, GA

2008 – 2012

Sr. Capture Manager, Government Services

- Led capture efforts that resulted in contract wins valued in excess of \$570M.
- Created capture strategies and implemented capture plans for strategic opportunities for DOD and Civilian agencies utilizing Shipley capture methodology. Managed RFP responses and proposal efforts.
- Wins included the Social Security Administration MPLS based network (\$240+M), DOD Private Line Services (\$218+M), DOD Internet Protocol Services (IPS) (\$83+M), NASA Backbone and Regional Circuits (\$30+M) and multiple Civilian agency awards for IPS, Optical Wave Services (OWS), Managed Trusted Internet Protocol Services (MTIPS) and Managed Network Services (MNS) (\$40+M).

PRIVATE BUSINESS OWNERSHIP, Braselton, GA

2002 – 2008

General Manager

- Established a successful retail business selling flooring products and services to multiple market segments. Created all business processes that maximized efficiencies internally, as well as with suppliers, subcontractors and customers.
- Managed all aspects of business operations including business planning, financial management, facility management, banking, distributor and supplier relationships, advertising and staffing.

ROBERT (BOB) JACOBS

NORTEL NETWORKS

Client Executive/Program Director, Raleigh, NC **2000 – 2001**

- Senior on-site executive that led the successful delivery of professional services to a Competitive Local Exchange Carrier (CLEC) customer. Services included the installation of DMS-100 switch, transport and voice mail equipment, and integration of a third party customer call center.
- Engagement manager for development of capture strategy and plan for a multi-billion dollar opportunity for a nationwide, metro and long haul optical network for a leading banking customer.

Director Marketing, Carrier Networks, Raleigh, NC **1997 - 2000**

- Led corporate wide team in securing \$106M from Department of Justice and the FBI for use in software development on all Nortel public switching platforms to comply with the Communications Assistance for Law Enforcement Act (CALEA). The unique solution that was created provided a new approach to meeting the requirements and became the standard for all manufacturers and service providers.
- Led multi-site organization responsible for business development, marketing, product management and software development of Telco customer funded features on the DMS-100.

PREVIOUS PROFESSIONAL EXPERIENCE

Director, Intel Programs, NORTEL NETWORKS Federal Systems, Columbia, MD
DISA/NSA Account Manager, NORTHERN TELECOM Federal Networks, Vienna, VA
Marketing Manager, NORTHERN TELECOM Federal Networks, Vienna, VA
Software Design Manager, Bell Northern Research, Richardson, TX

MILITARY

US Navy, 1st Class Cryptologic Technician, Northwest, VA, Edzell, Scotland and San Diego, CA

EDUCATION

University of Texas at Dallas, Richardson, TX, MSCS Course Work
National University, San Diego, CA, Bachelor's Degree, BBA
University of Wyoming, Laramie, WY, BBA Course Work
Duke Fuqua School of Business, "Advanced Management Program"

AWARDS

NORTEL Networks Sales awards: Circle of Excellence, President's Circle and Honor Circle
NORTEL Federal Systems Manager of the Year award
NORTEL Networks Key Management Resource

PROFESSIONAL MEMBERSHIPS

Association of Proposal Management Professionals – APMP
Technology Association of Georgia - TAG
Association of Telecommunications Professionals - ATP

SECURITY CLEARANCES

Hold DOD Top Secret security clearance