

JAMES T. GLOWACKI

Profile

Mr. Jim Glowacki is an experienced federal telecom and network business development executive with both Industry and government experience. He spent 22 years on active duty with the US Army including time in the Acquisition corps in both contracting and Program management positions related to communications and electronics. After the Army, Jim worked 17 years for Verizon Federal supporting the company in business development, sales, and program management positions. Since leaving Verizon he has worked for 7 years with Suss consulting supporting several Telecom companies in pursuit of Federal opportunities.

Relevant Experience

Prior to joining Suss Consulting, Jim was an Area Vice President at Verizon responsible for over \$250M in wireless, wireline and cloud computing revenue. He had direct responsibilities for Federal agencies such as GSA, Commerce, Interior, Treasury, IRS, USDA, Postal service, GAO, Capitol Hill and others. These responsibilities included sales, account management and customer satisfaction while maintaining both sales, revenue, and margin objectives for his accounts. He managed over 15 individuals with worldwide coverage for his assigned customers. His most recent accomplishments involved cloud computing wins at Interior and USDA.

Jim was also instrumental in Verizon's relationship with GSA. He was directly involved with Verizon's efforts on GSA contracts: FTS 2000, Networx, WITS, MAAs, Alliant, GSA cloud infrastructure schedule, wireless schedules, and others. He has personally led Verizon teams in winning numerous GSA fair opportunities. Jim 's expertise is in responding to large Federal RFP's while developing win themes, price to win, partners and other strategies in concert with the company's strategic direction and financial constraints.

Prior to joining Verizon, Jim's Army experience involved Field Artillery and then later, the Acquisition Corps. Here, Jim was a contracting officer supporting Program Managers in multi-million-dollar communications projects with companies such as Harris, GTE, General Dynamics, Raytheon, AT&T and others. In his last assignment with the Pentagon, he supported the communications aspects of the Pentagon Renovation. Jim retired from the Army as a Lieutenant Colonel.

Education

BS, Business Administration, LaSalle University
MBA, Fairleigh Dickinson University