

JEAN A. TAYLOR

Profile

Ms. Taylor is a business owner and accomplished Business Development, Capture and Proposal Management Executive for offerings including enterprise infrastructure, systems integration, software development, telecommunications, Cloud, Cybersecurity and professional services. Ms. Taylor has over 25 years' experience as a program manager, capture manager, business developer, proposal manager, volume lead, solutions architect and writer.

Relevant experience

Prior to starting with Suss Consulting, Ms. Taylor provided business development, proposal management, strategic capture, solutions architecture and expert-level proposal writing for numerous small and large clients. She has conducted marketing campaigns and provided strategic IT consulting at the US Department of Agriculture (USDA), served as Technical Volume Lead for a \$1.4B telecommunications proposal to the intelligence community, and supported strategic capture of a \$1B advisory and assistance contract at the Federal Aviation Administration (FAA). While working for BAE Systems, she captured a \$250M contract with the Department of Homeland Security (DHS) Transportation Security Administration (TSA) to support the "no fly list" passenger screening. While at Lockheed Martin, Ms. Taylor developed the technical proposal for a \$430M infrastructure contract with Health and Human Services (HHS), and transitioned the program into operations. She has been involved in business development and proposal activities as a consultant, targeting the Securities and Exchange Commission, Army, State Department, Coast Guard, Department of Labor, USDA, Department of Veterans Affairs, Secret Service, National Institutes of Health, and Library of Congress.

Ms. Taylor worked in information technology within the systems integration community as an analyst, team lead, program and capture manager. Early in her career while at SAIC she designed and led teams who developed large, complex IT systems providing document digitization to the US Patent and Trademark Office, Prudential Insurance Corporation, and the Internal Revenue Service. She also managed a data center build-out and development of secure international websites to support communication between the US Treasury Department and financial intelligence units in other countries. She worked at DHS as a program management and acquisition support consultant for Immigration and Customs Enforcement and the US Citizenship and Immigration Service.

Education

Master of Science, University of Maryland University College

Bachelor of Science, Indiana University

Certifications

Certified Project Management Professional (PMP)

Certified Scrum Master (CSM)

ITIL Foundations, Practitioner