

HEATHER M. O'CONNOR

Profile

Ms. O'Connor is a Proposal Specialist with more than 20 years' experience working on both commercial and government proposals for both domestic and foreign markets. She performs on offerings for telecommunications, logistics, cybersecurity, enterprise infrastructure, healthcare, defense, intelligence, education, and environmental remediation. Over the years, she has served on numerous contract bids as a Graphic Artist, Desktop Publisher, Editor, Coordinator, Presentation Designer, and has assisted with compliance checks. She is experienced in virtual/remote proposal environments.

Relevant experience

Prior to starting with Suss Consulting, Ms. O'Connor consulted on business development proposals for federal government and commercial contracts as a technical illustrator, editor, DTP, and presentation specialist for orals presentations. Early in her career she was initially hired as a Desktop Publisher (contractor) at Raytheon for a two-week window which developed into a two-year stint as a Graphic Artist and Coordinator. She was the lead artist for the winning \$1.2 billion Advanced Spectroscopic Program bid, a must-win, and was the go-to for formatting of large BOE documents. She also served on the first two phases of the Littoral Combat Ship program as a Desktop Publisher and Coordinator, securing a winning bid.

Ms. O'Connor has been involved in business development and proposal activities as a consultant working with top defense contractors, targeting the Department of Defense, Department of Energy, Environmental Protection Agency, Federal Bureau of Investigation, National Institute of Health, NASA, National Geospatial Intel, National Counterterrorism Center, and the Department of Education. International efforts include work for the Ministry of Education, Canada; the Canadian Armed Forces and National Defence; and Middle East Region Logistics Support.

Education

Certificate in Blended Learning, University of Central Florida - Orlando

Terrorism and Counterterrorism Operations Studies and Research, Georgetown University – Washington DC

Attestation of College Studies, Multimedia Production, International Academy of Design – Montreal, QC

Bachelor of Arts, Communication Studies, University of Nevada – Las Vegas

Certifications

Accredited Member (AM), Association of Proposal Management Professionals (APMP)