

MICHAEL LANE RAMOS

PRESIDENT

SUMMARY

Experienced senior executive in strategy, business development, and internal efficiencies. Successful track record in building new markets, services, and capabilities, leading to sustained business growth and longevity. Knowledgeable A/E/C industry leader, with in-depth understanding of market potential, teaming opportunities, and growth strategies.

EDUCATION

MASTER'S DEGREE

Chemistry | Tufts University | 2005

BACHELORS DEGREE

Chemical Engineering | M.I.T. | 2003

SKILLS

Professional

Business Strategy
Presentation & Communication Skills
Leadership & Management
Customer Management
Business Development
Financial Management
Willingness to Learn

RELEVANT WORK EXPERIENCE

PRESIDENT

Raymond | 2017-Present

Responsible for near-, mid-, and long-term business strategy leading to 20% YoY growth and expansion of services to full Architecture & Engineering.

- Leads all business development and strategy for the firm, to include internal corporate structuring and external market building.
- Led more than 3X increase in revenue and more than 2X increase in employee headcount, leading to strong profitability performance.
- Principal managing contracts and customer relationships across all customer markets.

DIRECTOR OF ANALYSIS

DeWolff, Boberg & Associates / 2013-2017

Responsible for leading all initial customer engagements to identify business inefficiencies that can be addressed for improved customer performance.

- Responsible for working with Private Equity, C-Suite, and Boards of Directors across a range of industries, domestically and internationally.
- Responsible for building >\$10M in business annually (new, repeat, and referral). Set the record for highest capture rate in company history.
- Leads due diligence and technical business analytic efforts.

SENIOR ASSOCIATE

Booz Allen Hamilton / 2007-2013

Led the development of a new Science & Technology prototyping group for Department of Defense and Intelligence Community analysis efforts.

- Captured, managed, and implemented \$10M annually in DoD and IC contracts across internal company teams.
- Strategic business lead for contracts with the Defense Threat Reduction Agency (DTRA) and other CWMD customers.
- Managed \$1M in Internal Research & Development (IRAD) annually.
- Led and supported successful capture efforts for contracts up to \$300M.



LINKEDIN

[Linkedin.com/in/michael-ramos-](https://www.linkedin.com/in/michael-ramos-)

CONTACT

951 White Cloud Ridge
Snellville, GA 30078
United States

Tel. (518) 368-4611
Web. www.raymond.global
Email. Ramos.michael@gmail.com