

JUSTIN C. WOOD

PROFESSIONAL LEADER • SMALL BUSINESS OWNER

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OVERVIEW

ACCOMPLISHED PROFESSIONAL AND SMALL BUSINESS OWNER. HIGHLY VERSATILE CAPABILITIES WITH STRONG ACUMEN FOR DELIVERING ENGINEERING LOGIC AND SOFT SKILLS IN ONE SMOOTH PACKAGE A NATURAL LEADER WITH VAST EXPERIENCE MANAGING HIGH PERFORMANCE TEAMS WITH VERY INTELLIGENT PROBLEM-SOLVING ABILITIES. DEEP SENSE OF VALUES AND PERSONAL BELIEFS WHICH DRIVE A CLEAR SENSE OF PURPOSE AND JUSTICE BRINGING BALANCE TO DECISION MAKING AND TEAM DYNAMICS. PASSIONATE ABOUT RESULTS, BRINGING OUT THE BEST IN PEOPLE, AND GETTING THINGS DONE RIGHT.

PROFESSIONAL EXPERIENCE

FBD REP GROUP (FURNISHINGS BY DESIGN)

2017 – Present

President & Owner of FBD Rep Group, 01/2019-Present – Sunbury, Ohio

Managing partner of a furniture manufacturer representative group serving a four-state territory with five vendors. Partners with A&D firms providing education and furniture solutions uniquely tailored to Senior Living environments. Responsible for sales, marketing, client relations, reporting, finances, partners, and contractors for a growing business.

- Purchased sole proprietorship, restructured organization, and incorporated well-established business as LLC-P
- Created new operating procedures and agreements, new logo, website, and social media presence in one year
- Expanded sales territory into Kentucky and added two new manufacturing partners to increase product lines
- Met and/or exceeded sales goals for each manufacturer despite industry downturn from 2020 business closures

Vice President – Operations & Sales, 07/2017-01/2019 – Sunbury, Ohio

Manufacturer sales representative charged with establishing presence in furniture industry and relationships with client base. Recruited for leadership, sales, and client relation capabilities as part of a plan to expand and sell the business. Responsible for the collection and organization of business procedures, client data transfer, and knowledge transfer. Must demonstrate ability to grow sales, gain clients trust, and understand territory and industry dynamics.

- Quickly demonstrated keen knowledge of furniture, manufacturing, design, and sales to become lead sales rep
- Established rapport with over 200 clients gaining trust via product presentation and responsive communication
- Created digital sales tracking tool to provide situational awareness and simplifying sales reporting to vendors
- Increased overall sales by 50% by adding new clients and updating sales and marketing techniques

U.S. GOVERNMENT CONTRACTOR – INTELLIGENCE

2009 – 2017

Certified Project Manager (PMP) / Senior Cyber Systems Engineer, 2014-2017 – Washington D.C.

Professional leader, technical project manager, and senior advisor cleared and certified to lead the development and management of multiple classified systems in support of the federal government. Applied military experience and specialized certifications to a variety of prototype capabilities involving advanced weaponry, surveillance, and cyber security. Technical advisor relied upon by senior government agency officials representing teams of

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engineers from complimentary fields and capable of assessment of new technology and contribution to mission success.

- Lead Project Manager successfully led effort to consolidated 26 advanced cyber developmental tools for cloud and mobile deployments to 12 operational and deployed tools which helped identify course for future development of capabilities required to close the gap for cyber operations
- Leveraged IT DX experience to write portions of a contract proposal response for a classified intelligence collaborative environment which was awarded at \$10B for 10 years by the federal government
- Successfully managed the user training and execution of an agency-wide infrastructure technology operating system transition for over 100,000 individual accounts with less than 2% operational impact
- Awarded increased funding of \$3.6M to contracts for innovative cyber security capabilities developed utilizing high-performance teams working with semantic-infused Natural Language Processing and cloud-analytics for government and military clients
- Certified Scrum Master who led three engineering teams to develop pioneering cyber targeting capabilities aided by a suite of proprietary cloud-based analytics, map-reduced data models, and advanced mathematical algorithms having produced unforeseen actionable intelligence to military operatives in theater
- Managed two classified Wide-Area Persistent Surveillance programs conducting aerial counter-IED missions in support of U.S. and coalition forces in theater, the results of which were an 85% reduction in attacks

UNITED STATES ARMY - OFFICER

1998 – 2010

Captain - Aviation Operations - AH-64D Apache Helicopter Pilot / Intelligence, 1998-2010 – Worldwide

Army officer and highly trained leader, aviator, and attack helicopter pilot responsible for the management of operations involving aviation assets, IT networks/hardware, and organized units of 100 or more skilled professionals conducting military missions with assignments both in combat and peacetime missions around the world.

- Awarded joint achievement medal for sustaining direction of a multi-discipline team of over 50 specialized professionals conducting full-spectrum intelligence missions involving over 400 personnel, multiple prototype reconnaissance (ISR) aircraft, and Unmanned Aircraft Vehicles (UAV) throughout combat theater
- Received award for logistical achievements with hazardous and unserviceable equipment disposal methods
- Selected by senior officers for leadership as detachment commander of a 500 personnel organization supporting combat operations for an attack helicopter battalion providing personnel, training, deployment / logistics management, to include family readiness and crisis management
- Combat platoon leader and Apache Longbow pilot successful with the safe and efficient rapid projection and conduct of numerous combat aviation missions involving command/oversight of \$500M of equipment

DEGREES

Bachelor's Degree in Applied Psychology (**B.A.**) • Cedarville University – Cedarville, Ohio (2001)

ORGANIZATIONS

Leading Age Ohio/Michigan Chapters (Active) • Washington D.C.
Senior Housing Network Ohio Chapter (Active) • Chicago, Illinois
American Association of Individual Investors (Active) • Chicago, Illinois
Sunbury Mills Homeowner Association Board Member (Active) • Sunbury, Ohio
Heritage Christian Church Life-Group Leader (Active) • Westerville, Ohio

MILITARY COMMENDATIONS

Army Commendation Medal (2nd Award), Joint Service Achievement Medal, Army Achievement Medal (2nd Award), Meritorious Unit Commendation, National Defense Service Medal, Global War on Terrorism Expeditionary Medal, Global

War on Terrorism Service Medal, Iraq Campaign Medal with Campaign Star, Army Service Ribbon, Overseas Service Ribbon, USA Aviator Badge, Basic Aviation Badge, Parachutist Badge, Air Assault Badge, Joseph P. Cribbons Logistics Award, Top Gun Apache Helicopter Award, George C. Marshall Leadership Award, CBRN Course Honors Graduate