

# SAM GARRISON

Fairfax, VA

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## Senior Operations Professional

Dynamic and results-driven professional with extensive years of experience in strategic planning, operational management, and policy development across defense, emergency response, and entrepreneurial ventures. Proven expertise in leading organizations through tactical, operational, and strategic challenges to achieve measurable results. Adept at optimizing resource allocation, designing and executing global exercise programs, and mentoring senior leaders in programming, budgeting, and organizational improvement. Renowned for compassionate coaching and advising leaders to operationalize strategies and enhance their organization's global impact.

### AREAS OF EXPERTISE

- Leadership
- Operations
- Budget Management
- Software Development
- Innovation
- Strategic Policy
- Logistics
- Operations Research
- Decision Support
- Change Management
- Coaching / Mentoring
- Business Development

*"Sam has an amazing combination of technical and people skills. He has exceptional business acumen and really knows how to bring out the best in others."*

**Rhett Kasparian, CEO, Notus HC**

### SELECTED CAREER HIGHLIGHTS

- ✓ **Drove a 700% increase in revenue within a year** by designing and implementing a reporting product derived from customer engagements.
- ✓ **Delivered over \$13M DoD cost savings by implementing an ingenious plan** for KPIs over 4 budget cycles administering the Combatant Commander Initiative Fund (CCIF).
- ✓ **Reduced injury rates 90%** by implementing a system for hazardous parachute operations execution.
- ✓ **Reduced 8000 labor hours** by leading an organization wide change management effort to streamline and automate emergent incident reports to executive and program office leaders.
- ✓ **Increased client acquisitions 60%** by creating and executing a unique sales strategy through developing new channels.

### PROFESSIONAL EXPERIENCE

**SMS (NNSA CONTRACT) | WASHINGTON, DC**

2021 – Present

#### Task Lead and Operations Policy Subject Matter Expert

- Generated an additional \$1.5M in revenue by redesigning and directing a recruiting funnel to fill 17 priority vacancies for Top Secret cleared personnel in less than 11 months.
- Identified and facilitated the capture of \$15M in Ukraine Assistance funds to deploy a DOE enterprise-wide cloud-based emergency response data management and task flow automation system.
- Saved over 4000 labor hours annually on a \$47M government contract by devising and implementing an emergency scheduling system for 15 emergency management professionals
- Led 16 direct reports responsible for DOE/NNSA emergency response activation 24/7/365.
- Streamlined 186 processes by designing and authoring a Critical Information Requirements (CIR) system to align DOE Primary Mission Essential Functions with interagency nuclear / radiological response efforts.
- Deliver quantitative analysis optimizing staffing requirements for radiological emergency activation.
- Develop processes for emergency response as part of the NNSA's Ukraine Task Force.

## PROFESSIONAL EXPERIENCE - Continued

**(ORSA), THE JOINT STAFF J7 | PENTAGON, DC**

2018 – 2021

### Portfolio Manager

- Reallocated over \$620M to support ambiguous NDS priorities through quantitative analysis of a Joint Exercise Program
- Developed and maintained CJCS Joint Training Policies and publications, specifically responsible for CJCSI 3500.01 (Joint Training Policy), CJCSI 7401.01H (CCIF).
- Designed and developed the largest strategic global exercise (LSGE) since FY 2000 coordinated with CCMDs, Services, OSD, and the IC, in less than 6 months.
- Selected as the Joint Staff lead for over 210 CCMD significant military exercise briefings (SMEB) coordinated with CCMDs, OSD, DoS and delivered to the NSC and the President.
- Drafted, reviewed, and recommended adjudication for Joint Exercise Program CJCSIs, policies and SOPs to support program planning and assessment, program reporting, and process improvement.

**DUVO SOLUTIONS | TAMPA, FL**

2014 – 2017

### Co-Founder

- Founded an Affordable Care Act (ACA) management and IRS reporting software company.
- Decreased developer coding efforts by 90% by personally extracting relevant statutory requirements from the ACA and designing a streamlined flow path to ensure all requirements in the UCFR were followed in the software.
- Grew partner network 75% in 6 months by developing a novel sales channel through providing continuing education for HR and payroll firms to establish Duvo as a thought leader and generate brand awareness.

**AIRBORNE RIFLE COMPANY | AFGHANISTAN**

2012 – 2014

### General Manager

- Twice hand-selected to lead an organization's priority efforts in complex and ambiguous planning, coordination, and tactical employment of large combat organizations.
- Synchronized and directed 140 employees and over \$19M in resources supporting daily complex operations from 7 facilities in the most kinetic regions of Afghanistan.
- Expanded local GiROA geographical control by 80% in support of tribal governance initiatives in less than 4 months by developing innovative techniques for local police force recruitment.
- Devised a novel process to transport sensitive data over a cellular network providing real time updates to a common operational network.

**AIR OPERATIONS | FAYETTEVILLE, NC**

2011 – 2012

### Assistant Operations Manager

- Expertly managed the tactical insertion of over 3500 paratroopers including the allocation and scheduling of over 55 aircraft in a 4-month period.
- Managed the daily allocation of attack aviation assets across a Brigade Combat Team (3500 people)
- Responsible for the allocation of \$1.5M to contracted aircraft in support of combat operations.
- Synchronized the allocation of critical resources increasing safety over 30 daily work streams.

## EDUCATION / TRAINING / CERTIFICATIONS

**M.B.A.**, University of South Florida

**M.S. Geological Engineering**, Missouri University of S&T

**B.A. Political Science**, University of Central Florida

**U.S. Army Command and General Staff College**, Resident, Fort Leavenworth, Kansas

**Joint Forces Staff College Norfolk**, VA

**Red Team**, UFMCS, Resident, Fort Leavenworth, Kansas