

GERALD 'ROCKY' MCMURRAY

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OBJECTIVE Senior Sales or Business Development Executive position in the environment industry

SUMMARY Results-driven sales executive with a proven record of exceeding quotas. Former Navy Program manager with over 20 years of expert management of highly integrated, complex hardware and software projects. Passionate about creating cyber secure business solutions with cutting edge big data, analytics, cloud, mobile and internet of things technologies. Management experience encompassing the entire spectrum of engineering, product development, manufacturing, sales and support cycles. Naval Academy graduate proven in highest-pressure environments with Masters Degrees and experience in Systems Engineering and Financial Management. **Top Secret/SCI clearance**
Key Skills and Defense Acquisition Workforce Cert Level (III is highest):

- Sales and Business Development
- Business Partnering
- Test and Evaluation (T&E Level III)
- Program Management (PM Level III)
- Systems Engineering (SPRDE Level III)
- Government Contracting

Accomplishments

Sales and Business Development	Closed a 5 year, \$133.4 million enterprise license agreement with the Department of the Navy for Red Hat Enterprise Linux and other software. Coordinated the efforts of an Oracle DoD account team, which increased revenue over 100 % year over year.
Business Partnerships	Struck relationships with seven major defense systems integrators prior to key data center consolidation bid assuring a share of a \$250 million contract award.
Program Management	Deeply experienced DoD Program Manager with impeccable track record of arresting cost and schedule growth on multiple complex programs of record. Proposed and led a Lean Six Sigma project to realign a vital operational planning functionality from ship to shore locations, saving over \$20 million in six years while increasing capacity by 40%.
Systems Engineering	History of superior technical direction, requirements analysis, product development, verification and validation of complex and interconnected systems of systems projects in the areas of information technology (including hardware, software and information assurance), tactical data links, satellite and line of sight communications, unmanned aerial systems (UAS) and navigation and timing systems.
Test and Evaluation	Proven record of product success on the most rigorous test programs, including the first ever successful National Security Agency (NSA) Security Verification Testing of a software-defined radio. Appointed to fix cruise missile program in the wake of a major test failure; implemented a get well plan to fix critical issues; resulted in a successful test result being achieved 3 months earlier than projected.
Government Contracting	Implemented contracting strategy involving two prime vendors operating in a cooperative development effort with a subsequent competitive procurement; cited by senior administration officials as a model for DoD programs.

WORK EXPERIENCE**Senior Navy Account Executive;
San Diego, CA,****Red Hat
2016 – Present**

Directed the efforts of a sales specialist and solutions architect team focused on areas of middleware, cloud, storage and management solutions which succeeded in attaining a 130% of a quota that had included a large enterprise software license agreement.

**Key Account Director for Naval Intelligence and Classified Systems;
San Diego, CA,****Oracle
2013 – Present**

Directed a multi-disciplinary account team consisting of hardware, software and professional services engineers and salesmen in the successful capture of six major Navy Command, Control, Communications Computers and Intelligence (C4I) acquisition programs.

Deputy Director, Navy Data Center Consolidation Task Force; Space and Naval Warfare Systems Command (SPAWAR), San Diego, CA,**2012 – 2013**

Hand-picked by Senior Executive Service Director to lead the Navy's crucial cost savings initiative to consolidate over 100 decentralized data centers and legacy applications and systems into a consolidated, efficient, virtualized and secure private cloud architecture, targeting a savings of over a billion dollars in six years. Led aggressive consolidation of 19 data centers (646 servers) in six months while architecting plan to achieve a fourfold increase in server transition count year over year with only a 45% budget increase.

Principal Assistant Program Manager for Navigation Systems; Program Executive Office, Command Control Communications Computers and Intelligence (PEO C4I), San Diego, CA**2010 – 2012**

Board-selected to fill critical Navy Communications Program Office (PMW-170) position. Responsible for cost, schedule and performance of six ACAT-III vital Navy position, navigation and timing (PNT) programs of record. Led Navy's PNT research and development efforts to mature future technologies. Awarded a contract for the Navy's next generation shipboard navigation and timing system for 27% less than the independent cost estimate. Created contracting strategy combining GPS antenna procurements across ships, submarines and aircraft which achieved a 22% cost savings from the independent cost estimates.

**Director, Multifunction Information Distribution System - Joint Tactical Radio System (MIDS JTRS) Division;
Joint Program Executive Office, (JPEO JTRS), San Diego, CA****2007 - 2010**

Acquisition Category (ACAT) ID (most critical) Program Manager responsible for the development, engineering, test, procurement and fielding of MIDS JTRS, a software defined, four-channel, airborne tactical networking radio for multiple joint service aircraft including the F/A-18 Hornet, and RC-135 Rivet Joint. After successfully achieving rigorous initial production milestone, awarded a prototype contract that was 25% less than the independent cost estimate.

Deputy Program Manager, Tomahawk Command and Control System, Afloat (TC2S); Program Executive Officer for Unmanned Aircraft and Weapons (PEO (U&W)), Patuxent River, MD**2005 - 2007**

Program manager for cruise missile mission planning, targeting and command and control system during the upgrade to an updated Tomahawk Block IV missile. Successfully achieved a major test milestone enabling the fleet introduction of a Services Oriented Architecture and in-flight missile communication and retargeting operations.

EDUCATION

M. S. Systems Integration, Naval Postgraduate School, Monterey, CA

M. S. Management, Naval Postgraduate School, Monterey, CA

B. S. Economics, U.S. Naval Academy, Annapolis, MD