

SAGE A. HARPER

▪ NORTH CAROLINA 📞 321.446.2710

www.linkedin.com/in/sage-harper/

SUMMARY OF QUALIFICATIONS

Helping businesses with their marketing and pushing modern sustainability solutions to U.S. consumers.

A self-starter with 20+ years of experience in program management, business development, operations and maintenance, training, and programmatic support for enterprise and government customers, with a focus on sustainability, marketing, and telecommunications. An experienced professional, who quickly grasps new concepts, thrives in a fast-paced work environment, builds valuable relationships with stakeholders, and consistently excels at managing difficult and complex programs, as shown by extensive hands-on and management understanding, communicating, and troubleshooting complicated solutions.

Specialties: Business Development, Marketing, Acquisition, Contracts, Project Life Cycle, Strategic Management, and Project Management Knowledge Areas

RELEVANT EXPERIENCE

Mindful Living Consultants, LLC

Newton, NC

CO-FOUNDER

2023 - Present

Creating the next level of hardened and decentralized communities. Bringing elegant and practical sustainability solutions to U.S. consumers, transforming underdeveloped, and vulnerable urban areas using green infrastructure (GI) and low-impact development (LID) solutions. Our solutions encompass green building design, alternative energy, water management, waste management, food security, economic security, and open green space.

- Spearhead the development of innovative and sustainable community projects, showcasing our commitment to green infrastructure and low-impact development.
- Pioneering intergenerational sustainability initiatives, focusing on experiential learning and community engagement to foster a deeper understanding and implementation of sustainable practices.
- We lead the design and implementation of green building solutions, incorporating alternative energy systems, efficient water management, and waste management strategies to enhance urban resilience.
- Develop comprehensive food and economic security programs as part of our commitment to holistic community development, ensuring long-term sustainability and self-sufficiency.
- Advocate for and facilitated the creation of open biophilic green spaces within urban areas, enhancing the ecological and social fabric of communities.
- Play a key role in strategic planning and execution, driving accelerated innovation in sustainable living practices and setting new benchmarks in the industry.

Apollo Marketing - Apollo LLC

Frederick, MD

OWNER/BUSINESS DEVELOPMENT

2016 - Present

Helping businesses through three main services: Lead Generation, Consulting, and Digital Marketing.

- Acts as a bridge between customers and subcontractors to build, track, and maintain deliverables
- Works with teams to build websites, marketing plans, research, and proposals
- Builds top of funnel solutions for customers to increase the number of leads into their marketing and sales pipeline
- Leads projects from inception through to final delivery

VT iDirect

Herndon, VA

SENIOR PROGRAM MANAGER

2014 - 2019

SAGE A. HARPER

▪ NORTH CAROLINA 📞 321.446.2710

www.linkedin.com/in/sage-harper/

Supports and manages multi-year programs involving hardware and software development as well as documentation deliverables. Maintains a high attention to detail and works well in a matrix management organization structure.

- Interfaces between customers, subcontractors, internal organizations, and executive management
- Works with teams to build HW, SW, Interface, and integration testing documentation
- Creates Statements of Work, Work Breakdown Structures, Schedules, and Program Deliverables
- Works with engineering in an Agile environment; translating programmatic work to scrum teams and tracking sprints as they translate back to programmatic milestones and deliveries
- Builds programmatic delivery packages from internal documentation
- Builds pricing rough order of magnitudes and quotations
- Leads Product and Program teams to monetize revenue opportunities and execute against deliverables

TriSept Corporation

Hanover, MD

PROGRAM MANAGER

2013 - 2014

Served as the program manager for the Defense Information System Agency's Commercial Satellite Communications (COMSATCOM) Center support contract. Monitored team performance, oversaw timely issue resolution, provided coaching and guidance, and communicated with senior leadership daily. Managed simultaneous, complex tasks; often highly visible with extremely short deadlines. Ensured program management was streamlined in a cost effective manner with emphasis on communication, leadership, and collaboration with the Government customer.

- Managed 30 subject matter experts globally; employees held PhDs, advanced engineering expertise, and included strategic planners, acquisition managers, and process improvement professionals
- Reviewed and edited tasks and deliverables as measured against a Performance Work Statement (PWS)
- Captured requirement changes to incorporate into contract modifications to secure gross margins
- Leveraged resources in ensuring a quick, lean and satisfactory response to Congressional and Executive-level mandates
- Worked in all phases of the project lifecycle for traceable completion of extensive contract deliverables
- Led people through a daily changing environment while fostering solidarity, integrity, and team building

Femme Comp

Hanover, MD

LEAD MSS ACCOUNTS MANAGER

2011 - 2013

Served as the Lead Accounts Manager of the DISA COMSATCOM Center in support of the DoD's usage of Mobile Satellite Services (MSS), Inmarsat's family of services.

- The MSS team provided assistance to the acquisition team, Program Management Office (PMO), and facilitated transition of over 8,000 end users to a new contract vehicle
- Performed source selection evaluations and acquisition support
- MSS team was the winner of DISA 2011 award for Non-Technical Program/Project of the year

SITEK, LLC

Melbourne, FL

OWNER

2010 - 2011

Owned and operated a consulting company specializing in security and communication services.

- Consulted for government contracts, totaling \$14 million, by providing engineering solutions and Tier III troubleshooting on-site, across the country
- Wrote client proposals for new business and contract modifications
- Performed contract support to include on-site technical training, operations support, and PMO functions

ITT

Kuwait

COUNTRY MANAGER

2006-2010

SAGE A. HARPER

▪ NORTH CAROLINA 📞 321.446.2710

www.linkedin.com/in/sage-harper/

Served as the Country Manager for two simultaneous physical security installations, valued at \$12 million. During the Operations and Maintenance phase, managed maintenance team, trained contractor and military in system functionality and operations, performed QC on all maintenance performed, and provided third level troubleshooting support.

- Managed a multinational team of over 45 personnel, while serving as the primary contact for all matters with the U.S. Government customer
- Worked with value centers to perform contract/subcontract modifications, cost performance metrics, budget & operations planning, and other aspects of project management
- Worked with business development to pursue new opportunities and assist with re-competes
- Solved multiple issues with personnel, local government, military support, quality control, and logistics
- Rebuilt business practices and contract budgets, resulting in a delta from 40% over to 5% under budget

ITT

Colorado Springs, CO

LEAD TECHNICAL INSTRUCTOR/PROPOSAL WRITER

2005-2006

Supported multiple programs by instructing personnel in operations and maintenance of NET.com's Promina 800 Series and REDCOM's Integrated Services Digital Network Gateway Exchange (IGX) Private Branch Exchange (PBX).

- Built a state of the art training facility, hired Support personnel, and coordinated training with manufacturers to receive training certifications ahead of schedule and with little supervision.
- Responsible for the building and reporting of all metrics for training ranging from performance to management.
- Worked with senior management during reviews and acted as a subject matter expert for Satellite Communications Services contracts and proposals.
- Leveraged knowledge-sharing, cycle-time-reduction background, and cross training with manufacturers to reduce equipment repair costs and foster better relations.

ITT

Iraq

LEAD TECHNICIAN

2003-2004

Traveled to multiple locations via convoy and air throughout Iraq to install and maintain telephone centers.

- Installed and commissioned over 30 sites with a direct area of responsibility of 14 sites
- Worked as a standalone employee having no immediate supervision to complete all mission goals
- Worked directly with local customers, local vendors, and coordinated all logistics support for each installation
- Maintained a 100% success rate for problem identification and correction

ITT

Colorado Springs, CO

TECHNICAL INSTRUCTOR

2002-2003

Provided support in a matrix organization to multiple military satellite communication (SATCOM) contracts as a technical instructor. Developed total training packages that included Lesson Plans, Curriculum Outlines, Training Materials, Test Packages, and Training Task Analysis.

- Traveled to installation locations to instruct both civilian and military personnel.
- Developed training packages for RSCCE, GSCCE, WGS, Ka-Stars, CNPS, and TMCS programs.

U.S. Army / Sergeant

Various

SATELLITE COMMUNICATIONS CONTROLLER/OPERATOR & MAINTAINER (31S/1C)

1996-2002

Managed control of military SATCOM payload and provided operational, troubleshooting, and maintenance support to Mil-SATCOM users from all branches of the U.S. military services, intelligence organizations, and foreign country allies. Operated and maintained light and heavy tactical satellite communication terminals at several locations throughout the U.S. and Central America. Operated, maintained, upgraded, and performed troubleshooting at a dual 39b satellite communications site in Okinawa, Japan.

EDUCATION

SAGE A. HARPER

▪ NORTH CAROLINA 📞 321.446.2710

www.linkedin.com/in/sage-harper/

REGIS UNIVERSITY, COLORADO SPRINGS – TWO YEARS COMPLETED - BA