



## Sec-Ops, Inc.

Mr. Robert D. Lott



Mr. Robert D. Lott is the President and Chief Executive Officer of Sec-Ops Incorporated and Owner of Sec-Ops Training Academy. Located at the corporate office and training facility in Corpus Christi Texas, Mr. Lott provides the vision, business development, policy guidance, training and implementation of all corporate and Academy operations. Mr. Lott is a veteran security industry executive with extensive training and management experience in sales, marketing, policy, operations and product development. At Sec-Ops, Robert has led the organizations through all development and eight years of tremendous growth by developing a nationwide sales strategy, managing day-to-day operations and providing a strong corporate voice and vision. As such, he has positioned Sec-Ops as a Quality Service leader; he has written and been quoted for numerous articles which educate the market on advanced solutions for industrial security; and he has delivered presentations on the growth of security management at top industry conferences and events.

Mr. Lott's dynamic communication skills provide him with the ability to work at all levels of the organization. His 28 years of comprehensive security management experience in Department of Defense, College and Commercial business contracting; Operations Management, Training, Business Development and Financial Management have been integral to the success of Sec-Ops. His specific corporate strategies were the driving factors to the new business captures. Mr. Lott conducts all Bid/Pricing analysis, Proposal Development, Marketing/Business sales strategies, customer relations and teaming/Sub-Contracting support initiatives. Mr. Lott is the corporate subject matter expert in antiterrorism, security systems design, weapons of mass destruction, law enforcement support operations, military facility security and investigation of criminal activity for the corporation.

- A Senior Team Leader that can interface, communicate and present information to all levels of the organization.
- Excellent Organizational, Operations, Planning & Development skills.
- Actively engaged with Business Development in targeting and proposing on Commercial and Government projects. Leads the BD team, developed proposal and pricing structures and the capture strategies of all new business. Act's as SME in numerous areas of the commercial and government contracting process.
- As CEO, he personally completed Proposal/ Pricing/Start-up and Phase-in of over \$3.5 million in new business from November 2008- May 2009. From January 2008-December 2014, He directly was responsible for Proposal/ Pricing/ Renewal/ Start-up/Phase-in of \$9.7 million in business.
- He selects and conducts all Contracts, Legal reviews and the structure of proposed Joint Ventures, Teaming Agreements, Consulting contracts, and Subcontracts. Actively leads the preparation, negotiation of new contracts, monitoring, and review of project level contract management functions.
- Actively involved with all customers in providing full security services to include 24/7 operations, emergency management, guard services, force protection programs, design-build security systems, system integration, safety/quality audits and efficiency analysis.
- Duties included corporate management, corporate policy development, logistics, contract administration, finance, personnel, procurement, procedures, budgets, reporting, performance measurement, resource identification, phase-in/start up, training/development, clearance processing, operational efficiency, quality control, business development, revenue & margin enhancement, and process management.

### EDUCATION:

1992 Master Trainer Certification and DoD Certified Curriculum Developer.  
1996 DOD Physical Security Manager Certification.  
1996 Graduate Defense Equal Opportunity Management Institute Coco Beach, FL,  
2004 Bachelors of Science, Human Resources Management, Excelsior College, NY (154 Credits applied)

### EMPLOYMENT/ ASSIGNMENT HISTORY:

<u>2012 to Present</u>	Owner/Instructor	Sec-Ops Training Academy	Corpus Christi, TX
<u>2005 to Present:</u>	CEO	Sec-Ops, Inc.	Corpus Christi, TX

### OTHER CERTIFICATIONS AND ACHIEVEMENTS:

Facility Security Officer, Texas and Wyoming Security License Holder, Texas DPS Certified/licensed Classroom and Firearms Instructor Texas DPS Certified/licensed Continuing Education Instructor (Security and Access Control), Texas Security Officer certified Level I, II & III. Certified Master Training Specialist, Certified DoD Curriculum Developer, Level I & II AT/FP Instructor. NRA Certified Firearms Instructor, Corporate Small Arms and less than lethal weapons Instructor. Graduate of and instructed various security engagement, tactics and weapons courses, qualified in all military small arms weaponry. **Clearance level:** Eligibility, Top Secret/Special Compartmented Information (TS/SCI) as conducted through SSBI by Defense Security Services. Currently hold a Secret Clearance and Company Facility clearance of Secret as the FSO.

*CURRENT AS OF September 6, 2016*