

TIMOTHY BAKER

Mid-Atlantic Region | (804) 836-6385 | GetResults@timothyebaker.com
<https://www.linkedin.com/in/timothyebaker/> | <https://www.timothyebaker.com>

SUMMARY

Military veteran and versatile leader ready to bring dynamic energy and proven expertise to your team. With a solid understanding of AI, and a track record of exceeding expectations leading projects for the government, healthcare, construction and real estate, international non-profits, and tech companies, I thrive on translating complex requirements into winning strategies. From averting risk and potential losses to securing venture capital funding, I'm passionate about driving measurable results and fostering collaborative environments. My active CMMI and DPPM certifications, in addition to PMP and CAPM certifications nearing completion, complement my approach and methodologies.

CORE COMPETENCIES

- Strategic Planning & Execution
- Artificial Intelligence
- Program & Project Leadership
- Negotiations & Communications
- Data-Drive Decision Making
- Vendor & Partner Management
- Risk & Change Management
- Investment Management

PROFESSIONAL CERTIFICATIONS & LICENSES

- PMP and CAPM Certified (June 2026)
- Google AI Professional Certified
- PCS and DPPM Certified
- CMMI Associate Certified
- Virginia Insurance Licensed: Health, Life, Accident, Property & Casualty

WORK EXPERIENCE

Senior Project Manager, Think Consulting
United States

11/2022 – 01/2026

- Spearheaded cross-functional teams on government healthcare projects for the Centers for Medicare and Medicaid Services and Marketplace.
- Amplified project oversight and collaboration, and accelerated onboarding of key personnel for an international nonprofit organization through initiating the establishment of a Technology Project Management Office within six months.
- Constructed written review achieving the company's historically highest evaluation rating and award fee by translating stakeholder requirements into actionable plans with clear milestones, ensuring contract adherence.
- Enhanced operational efficiency and strategic goal achievement across multiple government and private industry client projects by orchestrating end-to-end project management processes from initial stages through deployment.
- Achieved 100% improvement in operational efficiency by leading a team of content writers and training leads through comprehensive program evaluations and establishing impact analysis QA and QC procedures.
- Enabled an international augmented reality educational company to secure seven-figure venture capital funding by developing a strategic investment portfolio through in-depth

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interviews with technical team members, understanding product technology and development methods.

- Averted over \$1M in losses while maintaining the company's industry integrity by proactively identifying risks ahead of a scheduled national conference.

Founder & Entrepreneur, America's Ticket, Inc.

09/2017 – 12/2025

Virginia

- Founded and developed a SaaS-based communications platform enabling political candidates to securely engage constituents through targeted, data-driven outreach.
- Devised end-to-end product strategy, encompassing platform architecture, UI/UX design, roadmap prioritization, and go-to-market execution.
- Directed operations, investor relations, and stakeholder engagement, optimizing funding strategy and partnership development.
- Managed cross-functional contributors including developers, designers, and advisors to deliver a scalable, market-ready solution.

Senior Consulting & Project Manager, Custom Select Services, LLC

01/2003 – 11/2022

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- Founded and led a multistate contract consulting agency serving the medical, energy, manufacturing, construction and real estate, financial services, hospitality, leisure, and insurance industries.
- Carefree Boat Club: Averted company closure by expanding into two new markets, achieving 150% growth in 12 months through revitalized marketing and operations processes and renegotiating contracts with property owners.
- Wingate by Wyndham: As the interim GM, guided the hotel and staff through COVID-19, reducing payroll costs from 50% to 27% while maintaining profitability, resulting in a profitable merger and acquisition.
- APEX Construction Solutions: Increased revenues by 50% in year one by establishing and tracking KPIs and implementing accountability practices.
- CVA Homes: Boosted conversion rates by 24% and reduced CPC by 12% through enhanced PPC campaigns and A/B testing.
- Medical Practice: Decreased patient call times, increasing practice revenue by 10% by integrating SMS/email automation and CRM software.
- Led additional projects for: NOVO Healthcare Solutions, Regeneris Medical, Assurant, NaturaLED, Witte Home Solutions, and national insurance vendors.

Founder & Entrepreneur, GOGO Band, Inc.

04/2015 – 07/2017

Virginia

- Founded and launched a patented IoT biometric wearable medical technology company.
- Secured capital investments exceeding \$5M through orchestrating fundraising efforts for business expansion and product development.
- Negotiated over \$1M in pro bono vendor support without releasing any company interest with CapitalOne and Altria for big data development and product testing.
- Awarded multiple U.S. and international patents for proprietary biometric technology.

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- Delivered a product demonstrating over 96% efficacy in pediatric treatment, validating clinical and commercial viability.
- Negotiated partnerships with the VCU DaVinci Center and Brand Center for advisement on innovation and startup execution.

Medical Sales Consultant, Bosley Medical Group

11/2011 – 12/2014

Virginia

- Conducted high-trust clinical consultations, guiding patients through treatment options while ensuring compliance.
- Drove an 18% increase in surgical revenue and 25% growth in retail sales through consultative medical sales.
- Collaborated with medical teams to optimize workflows and enhance patient experience.

Marketing Field Implementation Director, Ameriprise Financial

11/2007 – 12/2009

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- Directed field implementation marketing strategies and change management across VA and NC for a large-scale national rebranding initiative.
- Mentored 283 financial advisors, accelerating the overall adoption of new branding, tools, and marketing strategies.
- Contributed to a 16% increase in AUM by directing the managed production process.

Regional Sales Director and Trainer, Torchmark Corporation

01/1998 – 01/2003

California

- Oversaw recruiting and training for teams of over 50 sales professionals.
- Successfully de-escalated 95% of customer issues, preserving relationships and brand trust.
- Maintained the lowest attrition regionally through supportive leadership development.
- Outperformed first-year sales projections by 140% while launching a new corporate brand in the State of New York.

GOVERNMENT / MILITARY

Surgical Hospital Corpsman, US Navy

Honorable Discharge

EDUCATION

Naval School of Health Sciences

Technical Degree

Clinical and Field Nursing

Henry Sibley Senior High School

High School Diploma

INTERESTS

- Outdoor and water enthusiast
- Volunteering and animals
- Avid Minnesota sports fan
- Woodworking and antiquing