

# Kevin R. Curtis



Business Development Executive

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**Strategic BD and Technology Executive** with 25+ years driving innovation, growth, and transformation across public sector and Fortune 1000 clients. Trusted C-suite advisor delivering \$5M–\$100M+ digital solutions that align emerging tech—AI, 5G, Edge Compute with mission-critical outcomes. Known for bridging strategy and execution to unlock enterprise value, accelerating time-to-impact, and scale customer-centric innovation driving growth.

## Professional Experience

### Verizon Business, Executive Client Advisor and Portfolio Leader, Ashburn, VA, July 2016 – 2025

- Strategic Advisor to C-Suite across Defense (DOD), DHS and Fortune 100 clients, leading \$300M+ semi-annual portfolio with ~20% GM. Drove enterprise-wide digital transformation from ideation to execution.
- Led 2-year acceleration of 5G, Mobile Edge Compute, and Edge AI, reducing field ops costs by 18%, accelerating POC-to-production by 35%, and boosting CX by 10%, resulting in \$85M pipeline conversion and \$100M net value creation.
- Directed 60+ cross-functional professionals (sales, product, delivery, finance, CX); instituted Strategic Account Plans (SAPs) to drive innovative solutions sales growth. Conducted weekly pipeline reviews & QBRs.
- Increased Verizon Business NPS from 40 to 45 by sales transformation, and customer engagement strategies.
- Consistently exceeded revenue targets through multi-tower GTM strategy across public and private sector.
- Change market segment mix of dual-use solutions portfolio by securing \$75M in commercial digital transformation contracts with PG&E, FPL, TICO, Javits Center, LAX, Mercedes Stadium and Bank of America.
- Championed next-gen offerings like 5G Network Slicing, and MEC-powered AI/ML for digital transformation.
- Advisor to Verizon Ventures portfolio companies, guiding commercialization strategies and GTM scaling.
- Speaker/Leader at 2024 Gartner IT Symposium, CTIA (5G, Private 5G), and Verizon executive forums.
- Smart City Innovation Leader: Chair of GWBOT Smart City Working Group (2017–2023), representing Verizon Corporate and Verizon Business Group.

### Chair, GWBOT, Smart DC Technology Architecture & Innovation Working Group, Connected DMV (Representing Verizon on the Greater Washington Board of Trade), DC, Sep 2018 - Feb 2023

- Served as an appointed corporate board member representing Verizon on Connected DMV — the official smart-region initiative of the Greater Washington Board of Trade — focused on transforming the National Capital Region into a globally leading smart and connected community.
- Co-chaired the DMV COVID-19 Economic Recovery & Resiliency Task Force, bringing together C-level executives, state/local government leaders, and federal agencies to design and accelerate technology-driven recovery strategies across Maryland, Virginia, and Washington, DC. Led the Smart DC Innovation & Technology Architecture working group, driving cross-sector collaboration on next-gen infrastructure, 5G-enabled smart cities, IoT, public safety, digital equity, and resilient urban systems.
- Championed public-private partnerships that positioned the Greater Washington region as a model for smart-region transformation, enhancing quality of life, economic competitiveness, and innovation ecosystems.
- This role amplified Verizon's leadership in smart cities, public safety, and regional digital transformation while enabling direct engagement with governors' offices, mayors, federal agencies, and Fortune 500 executives.

**Monitor8, VP, BD – IoT Managed Solutions, McLean, VA, December 2014 – July 2016**

- Led cross-functional team of 40 across sales, engineering, and delivery to scale turnkey IoT solutions for Smart Cities, Public Safety, and Predictive Analytics—growing a \$40M pipeline across commercial and federal sectors (Smart Cities, Agriculture, Public Safety, DHS, DTRA, DoD).
- Won \$35M DTRA contract for CBRN sensor pilot in DC/NCR, successfully converted PoC to full deployment.
- Secured Smart City pilot with the Office of the DC Mayor for intelligent lighting, traffic optimization, and weather monitoring—culminating in Project PA 2040 deployment around the White House.
- Introduced first cloud-based IoT monitoring platform, securing ThingWorx SI status and leading AWS EMR/SageMaker strategy for scalable data lakes, machine data processing, and real-time visualization—Monitor8 recognized as a Top 25 IoT Leader by CIO Story (2015) resulting in DC and DTRA sales.
- Collaborated with Board and private investors on GTM scaling, exit strategy scenarios, and P&L analysis to position Monitor8 for a successful subsequent acquisition by a Federal Systems Integrator in PE transaction.
- Evangelized company and solutions at major industry events across verticals, driving brand awareness, lead generation, and strategic partnerships.

**General Dynamics IT (GDIT), Director of BD, Software Solutions, Falls Church, VA, January 2013 – December 2014**

- Led \$140M DoD digital transformation initiative, integrating AI/ML to enable real-time event isolation and mission-critical decision-making across Navy, USAF, OSD and CBP Security operations.
- Directed strategy for real-time sensor and data analytics solutions, deploying predictive edge systems to solve customer pain-point for enhanced real-time situational awareness and operational intelligence.
- Generated \$14M in new revenue through strategic partnerships and delivery of tailored AI software and analytics solutions for defense and homeland security clients.
- Won GDIT Top Innovator Solution & Sales Award (2014) from 50 companywide entries for pioneering visual and predictive sensor analytics solving a wide swath of customer pain points and use-cases.
- Collaborated with executive leadership and private stakeholders on GTM scaling, P&L analysis, and expansion strategy for dual-use solutions. Collaborated with GDIT Cloud COE for POCs and demos.
- Evangelized GDIT's software and analytics capabilities at major industry events and cross-vertical venues, driving brand visibility, pipeline growth, sales cycle compression and strategic engagement.

**QinetiQ North America, VP, BD, Digital Transformation, Reston, VA, September 2011 – Dec 2012**

- Led GTM strategy, sales playbook development, and account planning to scale dual-use and XaaS solutions across federal and intelligence markets—resulting in doubling qualified pipeline and adding \$50M in incremental revenue growth in a growth campaign executed during the first 6 months.
- Expanded QinetiQ's portfolio with ML-powered CBM, cybersecurity, IoT analytics, and geospatial/VDI solutions, growing pipeline by 30% across DoD, NRO, NGA, DHS, NSA, DoJ, and State Department.
- Partnered with AWS to establish FedRAMP 3PAO foundations, enabling secure cloud deployment for CSPs, ISVs, and public sector agencies resulting in \$65M cloud security pipeline with 18% conversion rate.
- Collaborated with In-Q-Tel's Palantir, Cloudera and QinetiQ senior leadership to identify and position emerging technologies for digital transformation, opening new market segments and accelerating adoption.
- Evangelized QinetiQ's cloud and sensor solutions at major industry venues across defense, intelligence, and commercial verticals—driving brand visibility, strategic engagement, and pipeline expansion.

**Early Career (1994–2011):** Built foundational expertise in digital transformation, analytics, and emerging technologies through leadership roles in business development, consulting, and market intelligence at:

- CCG, Client VP – BD, Federal & Enterprise Solutions
- Cerberus Capital, VP of BD, IT and CCTV Infrastructure Services Portfolio
- Marconi Plc, VP and SVP of BD, Global IT and Photonic Solutions
- NEC America; Director of BD, Satellite and Wireless System
- Booz Allen Hamilton and Arthur D. Little, Digital Transformation and Management Consultant

## **Education**

### **Hult International Business School (Hult.edu), Cambridge, MA**

- Master of Science in Management (MSM)

### **Northeastern University, Boston, MA**

- Bachelor of Science in Engineering

## **Certifications and Post Graduate Studies**

- Harvard Business School Strategy and Leadership Postgraduate
- MIT Internet of Things for Business Leaders
- Verizon Velocity Selling (VVS) Methodology Designed by McKinsey
- Richardson Sales Method
- Verizon Acumen Digital Transformation Skill Forward
- AWS Cloud, FMs, LLM and GenAI (SageMaker & Bedrock Platforms) Practitioner
- LangChain Agentic AI Certified
- NVIDIA Enterprise AI, Agentic AI, Metropolis, VSS and Omniverse Certified
- Databrick Data and RAG System Architecture for DOD Cross Domain Data Certified