

Kevin R. Curtis



Growth-Focused Business Development Executive

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Strategic business development and technology executive with 25+ years of experience driving innovation, growth, and digital transformation across public sector, defense, and Fortune 1000 clients. Most recently founded and led VideoIQ.ai—an NVIDIA Inception Program startup—where I built a production-grade AI video analytics platform, secured industry validation, and developed market and funding strategies for public sector and defense applications. Trusted C-suite advisor delivering \$5M–\$100M+ digital solutions that align emerging tech—AI, ZTN/SASE, 5G, Edge Compute with mission-critical outcomes.

Professional Experience

Founder & CEO (Interim), VideoIQ.ai, Leesburg, VA | 2025 – Present

- Founded and led VideoIQ.ai, an AI-driven video analytics startup, as an interim executive while pursuing new opportunities post-Verizon.
- Secured acceptance into the NVIDIA Inception Program, validating VideoIQ.ai's innovation and market potential in the AI ecosystem.
- Designed and deployed a production-level video analytics environment (VSS on Brev), showcased via live demo on the company website.
- Developed comprehensive go-to-market strategy, including market segmentation, pricing models, and defensible technical/business moats for public sector and defense applications.
- Submitted a \$5M pitch deck to NVIDIA ICC VD, positioning VideoIQ.ai for strategic funding and partnership opportunities.
- Established VideoIQ.ai as a credible, venture-ready startup, demonstrating leadership, technical vision, and business development acumen during a career transition.

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

- Strategic Advisor to C-Suite across Defense (DOD), DHS, SLED 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