

# ***Rene Robert Salazar***

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## **Objective**

Provide strong, professional and courteous employee skills for your organization.

Go to [www.credentialsportfolio.com/focus.pdf](http://www.credentialsportfolio.com/focus.pdf) for more information on my transferable skills I can provide to your organization.

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## **Skills**

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- Provides a very likable yet when required, “down-to-business” personality to ensure success in any situation.
    - Enjoys interfacing with management, divisions and employees.
  - Been a leader of up to seventy (70) employees in my career.
  - Capable of providing excellent presentation skills to all levels of management and employees.
  - Obtained various government contracts using 8A, ID/IQ and GSA contract vehicles.
    - Selected and ensured the right contract vehicles for each type of project and/or customer.
  - Due to my personality, I continue to be successful in pre-sales & open customer relations within DOD.
  - Understand and have contracted and applied with Non-profits, DOD and Federal procurement processes and procedures
  - Able to maintain an open repoire with all my clients/customers before, during and after each contract.
  - Excellent Management, organizational and employee interfacing skills
  - Excellent Product Development Skills.
  - Manages with set goals, processes and procedures to ensure 100% success.
  - Vast experience and knowledge with MS-Word, MS-Excel, MS-Visio and MS-PowerPoint Proficient in all Microsoft Suite Applications and programs. Also competent with many areas of the computer.
  - Excellent and successful management, employee direction & supervision and Project Management experience.
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## **Experience**

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- Sr. Program Manager** (owner) - eFilingCabinets.com Nov 2003 to Present
- Pursuing new business efforts for company.
  - Using this company to satisfy my financial requirements at this time.
- Acquisition Program Specialist – Level 4 (Pgm Manager)**, - Macaulay Brown, Inc. July 2002 to Nov 2003
- Govt-contractor for USAF government.
  - Provided strong process and organizational skills using project management tools to define forecasts for the project.
  - Provided government program management support on defining schedules, briefings and other high-level events.
  - Left due to project funding reduction issues.
- Program Manager** - Intellectual Technologies, Inc. Dec 1999 to July 2002
- Managed all projects, employees and contractors successfully.
  - Performed various projects for both Non-profit (HUD sole-source company) and industry.
  - Identified and pursued new business opportunities achieving optimal success.
  - Maintained good customer relations with all levels of government and industry to ensure success which required continuous customer involvement and follow-ups to maintain solid business.
  - Left for new project in Florida.
- Program Manager** - TRW, Inc. Nov 1998 to Dec 1999
- Customer-oriented relationship with various levels of government to ensure in the success of our projects.
  - Managed professional employees in meeting its project goals.
  - Provided TRW, Inc. (and worked) in obtaining a >\$56B contract (CHCS II contract normally sole-sourced to SAIC) per Dr. Shah’s (Govt doctor reference as provide below) recommendations and assistance.
  - Left due to project completion.
- Program Manager/Small Business Owner**– Intellectual Technologies, Inc. Mar 1994 to Nov 1998

- Began Department Of Defense Engineering Firm and obtained a Govt-subcontract of \$65K first day of business.
- Capable of pursuing and obtaining various engineering development projects with Air Force and Army.
- Successfully marketed and worked with all levels of DOD Govt in order to obtain contracts for our firm.
- Managed all areas of business, client interfacing, business interfacing and all other areas of a business
- Worked with Karta Technologies, Inc. in achieving a ~\$100K - \$250K BAMC government contract using their 8A vehicle. Not privy to final dollar figures due Karta taking responsibility for project since I was in hospital.
- Capable of achieving high-level government contracts for the firm that in many instances exceeded \$>4M.
- Participated in a large scale proposal development that consisted of over 1000 pages. Our team consisted of Booze and Allen, SAIC, Galactic Technologies and Conceptual Mindworks. The DOD contract was the Systems Engineering Test Support (SETS) contact worth over \$47M in 3 years.
- Worked intimately with upper management in SAIC, Booze & Allen, Access Research, Galactic Technologies, X-Technologies, Lucent Technologies and many other company leaders in the field. Many of these individuals assisted in many of the contract, sub-contract relationships to ensure success our company and the government.
- Left due to temporary physical injury.

**Electronics Engineer (GS-12/3) – Human Systems Division- Brooks Air Force Base, Nov 1986 to Mar 1994**

- Management of 40 professional employees (PhDs, MBAs, Systems Engineers and others) in meeting government contractual efforts successfully.
  - Worked to achieve 8 separate contracts with industry.
- Supported small and 8A firms in obtaining large contracts for government.
- Worked on large scale Request For Proposals (RFPs) for all levels of industry.
- Dr. Jeffery Kantor (reference below) will attest to the effectiveness and acceptability of my management style.

**Electronics Engineer (GS-11-3) – SA-ALC/MMT - Kelly Air Force Base, Automatic Test Systems Div  
Nov 1986 to May 1991**

- Performed daily Electronics Engineering efforts for the government successfully.
- Performed ~30 different RFPs for industry.
- Managed engineers, admin and support for each project.

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### Certifications

**APDP Level III & II Government-certified Professional:** Systems Planning, Research, Development, and Engineering, Acquisition Program Management.

**Managing People, 2001 - Working and Managing Employees Effectively in meeting Goals Successfully.**

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### Education

**Bachelor of Science, Accredited Electronics Engineering Technology, DeVry University, Dallas TX**  
(Determined personality to achieve the following – Completed Standard 4 yr. Bachelors degree in only 3 years)

- **Although degrees are focused toward electronics engineering, received vast amount of training in industrial engineering and also worked in mechanical engineering projects.**

**Masters of Science, Electronics Engineering, St. Mary's University, San Antonio, TX**  
(Only 3 more hours to final completion)

**Work References:**

References display my ability to pleasantly, effectively and professionally interface with all levels such as:

- Co-workers
- Employees
- Current and upper Management
- Clients

**Co-Worker:**

**Mr. Mario Morales** – Sr. Electronics Engineer at Karta Technologies, Inc. (210) 831-6612  
 12526 Carriage Blvd  
 San Antonio, TX 78249

**Ex-Employee:**

**Mr. Michael Norris** – Sr. Electronics Technician at Karta Technologies, Inc. (210) 494-5145  
 2710 Knoll Tree St  
 San Antonio, TX 78247-3914

**Ex-Employee:**

**Mr. Larry Green** – Program Manager at Northrop Grumman (Space Division) (830) 755-8309  
 (Name changed from TRW, Inc. to Northrop)  
 8539 Alydar Cir  
 Boerne, TX 78015-4435

**Previous Manager**

**Mr. Robert Lindsey** – (Last work Position): Previous Supervisor at Macaulay Brown, Inc.  
 Work: (850) 882-2020 X2156  
 Home: (850) 317-2650  
 1854 Stella Lane  
 Apt. 317  
 Fort Walton Beach, FL 32548  
 Email: [robert.lindsey@glj1.af.mil](mailto:robert.lindsey@glj1.af.mil)

Additional impressive references are provided in my Credential Portfolio as shown above on the Internet.