

Joseph P Kosteczko



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Focus: Executive Management of Contracts, Operations, Programs, Projects, and Finances

QUALIFICATIONS PROFILE

Experienced, and results-oriented lean six sigma professional, with extensive years of progressive experience in operations, program and project management, contract and financial management, and strategic leadership. Conscientious in developing new business and excel in maintaining customer and product lines. Committed to forging strong rapport with internal and external business partners. Proven track record in maintaining effective organizational operations that meet and exceed corporate objectives. Exemplify knowledge of sophisticated approaches in leading and motivating personnel at all levels to maximize individual potency. Highly analytical in strategizing, organizing, and directing business operations to optimize efficiency, productivity, and revenue.

AREAS OF EXPERTISE

- ✓ Business Operations and Management
- ✓ Leadership and Management
- ✓ Strategic Planning
- ✓ Training and Organizational Analysis
- ✓ Shipbuilding and Ship Repair
- ✓ Program and Project Management
- ✓ Maritime Operations and Engineering
- ✓ Customer Relations and Process Improvement
- ✓ Finances and Contract Management
- ✓ Logistics and Supply Chain Management

PROFESSIONAL EXPERIENCE

Virginia Modeling Analysis and Simulation Center / Old Dominion University ▪ Suffolk, Virginia **Programs Manager – Virginia Digital Shipbuilding Program (VDSP) October 2018 - Present**

- Created and managed short, and long- term goals and strategies for the VDSP. Leads and manages day-to-day activities of the VDSP including curriculum development, research, workshops, outreach events, and oversight of three research laboratories and equipment dedicated to VDSP to achieve goals and strategies
- Developed and executed budget and operating plans for VDSP to include multiple contracts, grants and financial sources to achieve short, and long- term goals.
- Provides program management support for various projects and grants to include and not limited to financial and technical reporting, scheduling, oversight of project activities to include safety and contract adherence.
- Reports on project activities and monitors operations in relation to technical reports, financial plans, contract adherence, revenue and strategic goals
- Provided oversight of grant proposals and program funding requests. Develop strategies for funding vehicles to continue the sustainment of VDSP
- Develop and provided analysis methods of program strengths and weaknesses to find innovative solutions to problems

Notable Accomplishments:

- ✓ Led the team to establish the Brooks Crossing Innovation Lab which included the hiring of a Lab Director, purchasing of equipment and working with builders, City of Newport News and other stakeholders to ensure design and construction meet strategic goals of VDSP
- ✓ Established 5 year strategic plan and the VDSP Advisory Boards made up of industry, academia, government and community partners to ensure sustainment of the VDSP.

Colonna's Shipyard, Inc ▪ Norfolk, Virginia **Contract and Project Manager March 2017 – October 2018**

- Provides project management support for civilian and government projects to include and not limited to financial reporting, scheduling, oversight of project activities to include safety and contract adherence.
- Reports on project activities and monitors operations in relation to subcontracts, financial plans, contract adherence, revenue and strategic goals
- Manages various contracts ensuring the delivery of program and project contractual and financial reports to include but not limited to Condition Reports, CDRLs, EVM reports, and various other required reports
- Primary contractual customer POC. Develops pricing and negotiates Change Orders for all growth work.

Notable Accomplishments:

- ✓ Managed and Executed projects worth approximately \$24M a year of revenue for the company
- ✓ Negotiated over \$5.7M growth (70% increase in contract) and developed the \$6.4M Request for Equitable Adjustment (REA) argument for the T/V NARRAGANSETT Availability

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Epsilon Systems Solutions Inc ■ Portsmouth, Virginia **Programs Manager – Program Management Office (PMO) Lead**

January 2014-March 2017

- Provided strategic plans and participates in Annual Budgeting Planning process and corporate strategies
- Prioritized projects, personnel requirements, resources and control of costs using lean concepts
- Primary customer point of contact for all product lines to include multi-year/delivery order CPFF, FFP, T&M and other contracts for various US Government Ship and Shore Infrastructure work and civilian ship work.
- Interfaced with Business Development Manager to capture new and emerging work.
- Supervises and manages Program Analysts, Planners, and Estimators
- Directed all estimating and planning for awarded contracts and projects to include responses to all Requests for Proposals, Requests for Quotes, and cost estimates to including developing Bill of Material
- Technical and Proposal Writer: Performed technical and proposal writing for new contracts and delivery orders for awarded IDIQ contracts. Performed “red team” review of various proposals prior to submission.
- Directed logistics management of material for all projects and programs to include tracking material, warehousing, control of Government Furnished Material/Equipment and kitting and staging for delivery to the project.
- Provided project management support and training to the Production Manager and Project Managers
- Reported on project activities and monitors and direct operations in relation to financial plans and strategic goals for all Programs and Projects in the Sector - approx \$30M annual revenue
- Managed various CPFF, FFP, T&M contracts ensuring the delivery of program and project contractual and financial reports to include but not limited to Condition Reports, CDRLs, EVM reports, At Risks, 75% reports, etc.

Notable Accomplishments:

- ✓ Hand-picked by Director of Operations to establish the Program Management Office (PMO) and developed procedures to increase efficiency of operations
- ✓ Captured and increased revenue of \$8M in new projects and contracts for 2015 and 2016

Alpha Solutions Corporation ■ Virginia Beach, Virginia **Senior Management and Training Consultant**

April 2009 - December 2013

- Performed root cause analysis (lean analysis) of readiness and training gaps. Provided material, process, operational, logistics, financial and policy recommendations to resolve emerging Navy Fleet readiness gaps
- Provided assessment and oversight of various US Navy new acquisition programs to include Littoral Combat Ship (LCS), next generation Destroyer (DDG 1000), next generation Amphibious Ship (LPD-17), restart of the current Destroyer program and Joint High Speed Vessel (JHSV).
- Key team member of the Navy initiative to adopt Lean Six Sigma process to readiness production (i.e. Admiral Gortney's Readiness Kill Chain) pulling in all stakeholders including the Fleet, Industry, Community and Government administration in making readiness decisions

Notable Accomplishments:

- ✓ Developed & executed training & readiness analysis tools such as “trip wires”, Fleet Leading Indicators and data points to assess Fleet's Mission Essential Tasks for the Defense Readiness Reporting System
- ✓ Key input into the USFF table top evaluation of the LCS program that led to decisions on post 2013 development of the program.

Epsilon Systems Solutions Inc ■ Portsmouth, Virginia **Project Manager**

January 2009 - April 2009

- Responsible for the execution and management of \$4.7 million contract for surface ship, aircraft carrier and submarine alterations, modernization installations and repair work.
- Responsible for project performance, quality, schedule, material procurement, and personnel assigned to ensure complete customer satisfaction.

Notable Accomplishments:

- ✓ Successful completion on time and on budget of over 10 different projects on US Navy ships ranging from \$5,000 to \$200,000

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US Navy – USS ELROD (FFG-55) ▪ Norfolk, Virginia Operations Officer

July 2007 - January 2009

- Led Operations Department to include 70 personnel and equipment in execution of daily and long term shipboard operations, navigation, communications, seamanship and safety.
- Coordinated daily and strategic operations while liaison with supply, engineering and combat systems department heads for effective employment of the vessel
- Plan and directed two (2) years of a long range schedule coordinating the overall training and employment of the vessel to include major inspections, certifications, training, daily operations, special evolutions to include destructive weather planning, contingency operations and operational overseas deployments.
- Ship's Safety Officer and executed all Safety Programs onboard.

Notable Accomplishments:

- ✓ Successful planned and executed a 6 months deployment to include 26 port visits and 4 major multi-nation exercise
- ✓ Rebuilt the Seamanship and Navigation Training team improving performance of the crew resulting in training scores greater than 90% cumulating in deployment certification
- ✓ Revitalized the Safety Program onboard which resulted in reduction of safety mishaps by 50% and ELROD receiving the annual Atlantic Fleet Safety Award

*** Note: Attended Navy Surface Warfare Officer School Department Head Course, Newport, Rhode Island for preparation to assume duties as Operations Officer onboard USS ELROD (FFG-55) from January 2007 – July 2007

US Navy – Reserve Readiness Command Midwest ▪ Great Lakes, Illinois Director of Operations and Training

September 2005 - January 2007

- Responsible for the oversight and execution of the operations and training budgets and programs in a region consisting of 32 navy reserve centers in 12 states made up of 12,000 navy reservists and 400 active duty members.

Notable Accomplishments:

- ✓ Developed and executed a FY06 \$23 million Reserve Program Navy (RPN) budget to include Annual Training, Active Duty for Training, Inactive Duty Training for Travel and Surface Training Funds
- ✓ Developed and executed a FY07 \$33 million Reserve Program Navy (RPN) budget to include Annual Training, Active Duty for Training, Inactive Duty Training for Travel and Surface Training Funds
- ✓ Negotiated for an additional \$300,000 from multiple sources to support region-wide Chief Petty Officer Indoctrination/Training, a Regional Workspace Trainer Workshop, and plan to increase Medical readiness region wide.
- ✓ Developed and executed a detail plan to assume fiscal and operational responsibility of additional 19 reserve centers as a result of Congressional Base Re-alignment and Closure (BRAC).

NSA Agencies Inc ▪ Mobile, Alabama Assistant Manager – East Gulf

August 2002 - August 2005

- Head of vessel operations and stevedore superintendent for company operations in Gulf ports of Mobile, Alabama; Pensacola, Florida; Pascagoula, Mississippi; and Gulfport, Mississippi.
- Liaison with government organizations, port officials and ship owners/operators in regards to ordering port services for vessels, prepared and presented government entrance/departure paperwork and other shipping documents, hired and directed contractors and vendors, supervised cargo operations, oversaw funding, payment of vendors and handle any collections from clients.
- Represented ship/ship owners for ship environmental standards/inspections for safety, destructive weather planning, cargo evolutions, and all port entry procedures.

Notable Accomplishments:

- ✓ Expert in cargo hold inspection and cleaning. Inspected, prepared detail reports and executed hold cleaning for various bulk cargoes. 97% success rate of passing "grain ready" the first inspection by National Cargo Bureau and US Dept of Agriculture within 24-30 hours saving each client \$30-80k in charter hire costs
- ✓ Negotiated and recovered over \$300,000 in pass due invoices from customers from overseas.

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NON-PROFIT WORK

- Treasurer – Great Lakes CO-OP Pre-School (2005 – 2007)
- Board Member – Congressman Rigell’s Service Academy Nomination Selection Committee (2015 – 2016)

EDUCATION

- Southern New Hampshire University; Manchester, New Hampshire
 - ✓ **Masters of Science in Operations and Project Management (OPM)** Mar 2015
 - ✓ **Graduate Certificate Project Management** Mar 2015
 - ✓ **Graduate Certificate Lean Six Sigma Black Belt** Mar 2015
- US Merchant Marine Academy; Kings Point, New York
 - ✓ **Bachelors of Science in Marine Transportation, minor Marine Engineering** Jun 1998

QUALIFICATIONS

- US Military/US Government Secret Clearance, eligible for Top Secret
- Certified Agent – Association of Ship Brokers and Agents (USA), Inc
- 3rd Mate Unlimited Tonnage US Merchant Marine Officer License (expired 2014)
- Qualified Member of Engine Department US Merchant Marine (expired 2014)
- Qualified US Navy Surface Warfare Officer, Officer of the Deck Underway (3 ships), Tactical Action Officer, Combat Information Center Watch Officer (3 ships), and Navigator
- Computer Skills: Microsoft Office Suite (including Project); COSTPOINT; SAVIOM; AUXESIA, Salesforce