

# **Global Defense Consulting**

***We Deliver Solutions!***

Based in Huntsville, Bryan has over 25 years experience in leading business development, capture management, proposal management and program management duties and initiatives for small and mid-sized businesses.

A retired Army officer, Bryan had a distinguished Army career in a wide variety of positions as both an infantryman and Army Comptroller. Bryan's assignments ranged from Resource Management positions in Special Operations units to commanding an infantry battalion.

After retiring from the Army, Bryan led a business unit for a start-up DoD contractor. In this executive position, Bryan had Profit & Loss responsibility for a rapidly growing business unit. As in most small businesses, he had to perform in multiple capacities that included business development, capture management, proposal management, and program management. Additionally, Bryan was the executive responsible for the corporate benefits program. Through a personal commitment to his customers and a focus on their missions, contract value in Bryan's business unit increased in three years from under a quarter of a million to over \$110 million. With over 23 contracts under his management, Bryan's customers included Government organizations in the Department of the Army, the National Guard Bureau, the United States Department Agriculture, the Department of Treasury, and the National Institute of Health.

Bryan has experience in developing and executing detailed business development plans, developing capture management strategies, writing and winning large Indefinite Delivery/Indefinite Quantity acquisitions, and most importantly, in customer relationship management after the award.

Bryan holds a BBA in Management Information Systems from the University of Georgia and an MBA from Syracuse University.

**Bryan Dyer, M.B.A.  
Executive Management Consultant**

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