

Global Defense Consulting

We Deliver Solutions!

Based in Huntsville, Nancy is a recognized leader in Government contracting who has over 10 years executive experience dedicated to the full range of the contracting cycle including Business Development, Capture Management, Marketing Development, Trade Show Management, Indefinite Delivery/Indefinite Quantity (ID/IQ) and Task Order (TO) Proposal Development, Pricing Development, ID/IQ Program Management, Contract Management, and Customer Relationship Management.

As a Vice President for two Government contractors, Nancy was wholly responsible for Proposal Management and Marketing Development. In her career, Nancy has been the lead executive and Proposal Manager for 12 ID/IQ Programs with responsibilities that have included capture management, business development, team building, partner correspondence, and compliancy. Nancy has personally managed 5 plus ID/IQ Contract Vehicles, responsible for the submission of over 500 Task Order-level proposals annually.

In each organization, Nancy established and structured data management tools for opportunity, proposal and contract information tracking, she restructured two Proposal Development Business Units, defining roles and responsibilities and providing training for each position within the units, establishing and managing the processes and procedures to be followed to ensure compliant and professional products. In each organization, her efforts resulted in a rapid increase in revenues and an ISO certification.

Additionally, Nancy has managed, coordinated and staffed over 150 trade shows. Nancy managed three marketing campaigns – to include written marketing literature and web site development. Nancy has a Bachelor of Science in Business Administration from George Mason University in Fairfax, Virginia. She is certified by the National Contracts Management Association as a Fellow, a Certified Professional Contracts Manager (CPCM) and a Certified Federal Contracts Manager (CFCM).

Nancy has a Bachelor of Science (BS) degree in International Business from Old Dominion University in Norfolk, Virginia.

**Nancy Acquavella
Management Consultant**

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