

Jerry Lawson

Consultant



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Jerry Lawson is a business technology consultant with an extensive background in knowledge management, project management, business development, capture management and proposal management.

He has over 25 years' experience in public sector business operations with both large and small government contractors and U.S. government agencies. After retiring from the military, Jerry worked for SAIC at the Department of Energy (DoE) as an Information Systems Security Analyst in the pioneer days of the internet. His expertise includes enterprise project management, business intelligence and information architecture. He has worked on site as a billable resource at the Department of Defense (DoD), and National Aerospace and Space Administration (NASA).

Before becoming a full time consultant, Jerry served as the Senior Director, Business Development Systems for American Systems. He was hired to improve utilization of the Customer Relationship Management (CRM) application. In less than a year he established a direction and strategy for aligning the business development process with supporting systems.

He was responsible for developing a business development knowledge system to maintain past performance project summaries, reusable proposal components, proposal graphics library and collaborative proposal development sites using SharePoint.

In a previous position with Alion Science and Technology, Jerry was the Vice-President for Corporate Knowledge Management where he established methods for improving knowledge sharing across the organization.

Jerry holds both a Bachelor's and Master's Science Information Technology from Strayer University. He retired from the USAF as an AFOSI Special Investigator. His professional affiliations include Project Management Institute (PMI), the Association of Proposal Management Professionals (APMP) and the American Small Business Coalition (ASBC), Washington, DC.

