

Joel Villa Consultant



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Joel Villa is a business and military veteran with a strong background in strategic marketing, business development, capture management and product development in International markets.

With MBDⁱ, Joel serves as a Senior Business Development Consultant. He has over 25 years' experience in fast-paced global business and government operations dealing with corporations and U.S. government agencies throughout Europe and Latin America. His expertise includes navigating through FMF/FMS, Export/Import, and ITAR regulations along with the FCPA ethics of the International Business process.

Before joining MBDⁱ, Joel served as Vice President, Eastern Europe for ITT Defense International. In that position, he was the Regional Field Office Representative in Warsaw, Poland for Eastern Europe, the Baltic and Caucasus States and Central Asia. He was responsible for developing business in the region for the entire ITT Defense portfolio and assisting the Defense Value Centers in program captures and strategy development. Joel spearheaded the operation in Poland by opening the business office and creating a regional strategic approach.

In a previous position with ITT, Joel managed the business development effort focused upon Eastern Europe and Central Asia for ITT Aerospace and Communications Systems. He was hired to take the division into a region that was previously neglected. In less than a year he established a direction and strategy for the region, developed contacts, identified and subsequently pursued various opportunities that eventually led to wins for ITT.

Prior to joining ITT, Joel was the Business Development Manager for Signature Government Solutions where he managed and grew government IT services accounts. At SGS he was tasked with moving the company from a staffing model to a government services and solutions model for Network Security and Networks Operations.

Joel earned an MBA in International Business from California State University, his Bachelor's degree from Troy State University, and a Six Sigma Certificate from the University of Michigan. He is also a veteran of the U.S. Marine Corps and U.S. Army Special Operations Command, and served in various leadership positions with assignment to U.S. Embassies in Budapest, Belgrade, Santiago, La Paz and various other stations in Europe, Latin America and the U.S.

