

Lee Cooper Consultant



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Lee Cooper is a seasoned executive with a reputation for creating, building, and leading highly successful organizations resulting in profitable revenue growth for small businesses, mid-sized firms and Fortune 200 corporations. He offers a proven track record of performance in operational and P&L management, business transformation, strategic planning, Business Development, acquisition and divestiture, congressional liaison, and communication with Wall Street financial and market analysts. Lee's expertise encompasses forming and leading large cross-functional teams in identifying, qualifying, and winning strategic new business opportunities to fuel growth with existing and new Federal, State, Local, and international government customers.

He has a strong reputation for transforming ineffective BD/sales teams into high performing organizations with annual growth rates greater than 15% while achieving win rates of greater than 70%, and maintaining opportunity pipelines of greater than three times revenue.

Prior to joining the MBDⁱ team, Lee served as the Vice President, Strategic Marketing at Raytheon Technical Services Company. He was originally recruited by the RTSC President to be the VP of BD and serve as architect and leader in the transformation of the strategic planning, BD, and marketing organization for the company that had no revenue growth for the previous five years. In four years, Lee orchestrated explosive growth in bookings, revenue, profit, cash collections, and return on invested capital (ROIC), resulting in revenue growth from \$2 billion to \$3.5 billion. He also was a key contributor to the development of a five year strategic plan that would assure continuation of this accelerated growth rate.

Lee's previous experience includes being the SVP/BD at L-3 Communications - Titan. Upon the acquisition of the Titan Corporation by L-3 Communications, Lee was selected by the CEO to integrate and lead the four BD organizations of the newly formed Titan Group, where he established the strategic planning, business development, and sales organization for the consolidated Enterprise Information Technology Solutions Division.

Earlier in his business career, he also served as the VP/BD at Unisys Federal Systems, SVP/BD at I-Net, Inc., and VP/GM of the Applied Sciences Division at Technology Applications Inc.

Lee is a retired US Air Force officer, attended the Defense Systems Management College, and earned an MS in Systems Engineering Management from the Air Force Institute of Technology and a BS in Mathematics from Oklahoma State University.

