

## Sandy Graham

### Consultant



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Gerald S. “Sandy” Graham is a multifaceted executive consultant with business expertise that spans both governmental and commercial market segments.

As a Senior Business Development Consultant with MBD<sup>i</sup>, Sandy provides clients with decades of Business Development consulting and planning experience, with an emphasis upon process identification, improvement solution development, opportunity analysis and revenue generation effectiveness and profitability assessment.

Before joining MBD<sup>i</sup>, Sandy was the Managing Partner for his own small business consulting practice where he conducted business and strategic planning, established new revenue streams, guided business development efforts, resolved business hurdles and improved business processes for small business growth companies.

Previously, he served as a Senior Consultant with IBM Global Services where he was appointed to lead business development efforts for the CRM Alliances Service Practice. He organized, managed and directed national Business Development teams; developed, planned, authored, edited and finalized business proposals in response to RFPs, RFQs and RFIs; met key objectives on strategic projects; developed and managed client relationships; produced customer centric business development strategies and reinforced brand identity.

Prior to joining IBM, Sandy was a Senior Consultant with ESI International, Inc. charged with using strategically placed project management methodology to improve business processes for ESI’s corporate clients where he streamlined business processes, decreased client TOC, and increased client profitability.

Preceding his return to the private sector, Sandy rose to Senior Program Manager with the US Environmental Protection Agency, where he established, implemented and directed a project portfolio program for the Office of Research and Development (ORD). As the lead on a congressionally mandated reorganizational project for ORD, he led the development of the business reorganization plan and implementation for EPA’s national laboratory systems that produced three national laboratories and two national centers. His accomplishment earned Sandy the U.S. Environmental Protection Agency’s Silver Medal for “Outstanding Management Performance.”

Sandy earned an MBA with distinction from the University of South Florida, an MS in Economics from the University of Tennessee and a BA in Economics from the University of South Florida. He is also a published author writing on business growth topics.

