

JAMEL A. MORRIS

Strategic Planning Acumen ♦ Project Management Expertise ♦ Entrepreneurial Mindset ♦ Operational Ingenuity

SENIOR CORPORATE STRATEGY LEADER

Driving Enterprise Growth, Profitability, and Stakeholder Value

A Broadly and Deeply Experienced Senior Strategic Planning Professional with nearly 20 years of success applying system thinking to resolve consequential business-process challenges in major corporate and government venues. Expert at delineating root causes, consistent in devising original solutions, and dependable in providing actionable tactics for improvement. Equally adept remedying competitive, financial, or operational situations with impressive ROI results.

A hands-on, take-charge leader with highly refined research and analytics application skills, a bias for innovative solutions, and a robust dedication to providing prudent, pragmatic, actionable solutions to even the most daunting challenges. Charismatic with the talent to engage stakeholders at all levels and convert any project into a rewarding experience. Resolute in building productive teams and maintaining welcoming and rewarding cultures in diverse work environments.

- ♦ Sense of Humor
- ♦ Collegial Rapport
- ♦ Adaptable Expertise
- ♦ Professional Work Ethic

CORE COMPETENCIES

Financial Analysis	Change Initiation & Control	Business Growth
Corporate Development	Compelling Work Environments	Risk Management
Vision, Mission & Direction	Program Design & Implementation	Stakeholder Relationships
Transformational Leadership	Strategic Planning / Tactical Execution	Problem Analysis & Solution

PROFESSIONAL EXPERIENCE

The MITRE Corporation | McLean, VA

2010 - Present

A \$1.8 billion not-for-profit IT and engineering firm with 9,000 employees in 50 domestic and eight international locations serving government agencies and administering six federally funded research and development centers.

Department Manager – IRS Business Transformation | 2020 - Present

Accountable for at least \$25 million in revenue through the completion of up to ten annual projects that align client's strategic priorities and resolve key challenges. Responsible for the performance and professional growth of a 60-person staff containing 20 direct reports.

- **\$12 million leap (92%) in the value of the contract portfolio attained**, driving a doubling of the internal support team, by spearheading delivery of services to seven of the client's operating divisions.

Acting Associate Department Manager | 2018 - 2020

Supported the department head in leading a 55-member staff, driving strategic and operational management, promoting capability development, ensuring project delivery, and maintaining cross-division engagement.

- **Facilitated the seamless execution by internal and external personnel** of critical strategic management processes by aiding in crafting a comprehensive playbook that contained exemplars offering real-world illustrations of how to apply the planning.

Principal – Enterprise Business Strategy | 2010 - 2020

Steered the strategic planning and execution of projects for the IRS, Department of Defense, Social Security Administration, Food & Drug Administration, Centers for Medicare & Medicaid Services, and the Intelligence Community. Developed, managed, coached, and mentored teams of varying sizes.

Improved Government Agency Operations

- **Aided the Social Security Administration's management** in mitigating risks by directing a pivotal IT modernization initiative that enhanced operational efficiency and service delivery.
- **Boosted the FDA's IT resilience and responsiveness** by cooperating in the framing of an IT service-delivery model, assessing disaster recovery readiness, and streamlining the request intake process.
- **Enabled the IRS** to provide seamless assistance to the public with healthcare insurance premiums associated with the Affordable Care Act by framing business operations, defining required capabilities in all supporting divisions and partner organizations, and documenting processes.
- **Optimized functionality of the IRS' Free File tax-preparation program** by chairing a ten-member team through a three-month project that recommended strategic improvements, enhanced taxpayer usability of the organization's website, and negotiated a pivotal addendum to the basic agreement with allied preparers.

Raised User and Supplier Proficiencies

- **Advanced taxpayer proficiency** with tax forms and reduced filing errors by studying user perceptions of the documents and the impact of usability on external partners and making suggestions for design enhancements.
- **Empowered informed decision-making** at a client's senior executive level by applying strategic, analytic, and performance-management expertise in guiding a team of five to form an operating plan, execution routines, and evaluation methodology.
- **Patterned a framework for categorizing healthcare payment models** and monitoring progress toward reform by leading a group of up to ten industry experts in fashioning the Health Care Payment Learning and Action Network.

Group Leader | 2013 - 2018

Supervised and supported the professional growth of a group composed of five to nine members.

- **Guaranteed unhindered staff availability** for project assignment by collaborating with cross-organization leadership in aligning the skills, expertise, and professional interests of individuals with department needs and goals.
- **Shaped the job-performance training program** for 130 front-line supervisors by facilitating and serving as core member of a strategic initiative to define the roles and responsibilities of the position.

Deloitte Consulting | McLean, VA

2007 - 2010

Privately held, \$59 billion international professional services network with 415,000 employees providing strategy and operational advice to private sector businesses.

Manager – Strategy Practice

Provided guidance for strategy development, framework design, and delivery of custom solutions and M&A projects for Fortune 500 clients from diverse industries.

- **\$250 million in cost reductions identified** by leading an analysis of a large bank holding firm's cost structure and direct expenses and highlighting opportunities for cutbacks.
- **Contributed to Freddie Mac exiting conservatorship** by leading a team that provided guidance on improving capital and risk management, debt repayment, and overall profitability of both organizations.
- **Ensured prompt and disruption-free carve-outs** within the manufacturing and entertainment industries among others by orchestrating seamless, efficient divestitures of large corporations' business units.
- **Positioned the firm for accelerated growth** after a significant shift in the economic environment by strengthening the company's competitive advantage through a comprehensive analysis of services offered, clients supported, and vulnerable markets.
- **\$25 million spike in profitability produced** by directing preparation of a business case that convinced a rotorcraft manufacturer to adopt a revised operating model.

Eaton Corporation | Cleveland, OH

2005 - 2007

Public multinational diversified industrial manufacturing company with yearly sales of about \$20 billion.

Corporate Development & Planning Associate

Contributed to maintaining corporate competitiveness by developing growth proposals and presenting recommendations to senior management and the board. Identified and evaluated M&A targets and coordinated integrations.

- **Uncovered opportunities to improve investment returns** by conducting analyses that revealed methods for increasing acquisitions' performance.

***Additional Experience:* Integrated Product Team Leader & Engineer**

- **Shrunk the life-cycle costs** of a aircraft carrier's reactor plant system 95% and lowered the weight 60% by steering the design away from that of predecessor craft.

EDUCATION / CERTIFICATIONS / ASSOCIATIONS

Master of Business Administration in Strategy & Operations, Cornell University

Master of Science in Engineering Management, Old Dominion University

Bachelor of Science in Mechanical Engineering, University of Florida

Strategy Management Professional (SMP), International Association of Strategy Professionals

National Black MBA Association, Member

International Association for Strategy Professionals, Member