

DOUG BOWERS

Director of Business Development

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Mr. Bowers has served as Director of Business Development for MTI since 2017. MTI, a veteran-owned small business, was formed in 1984 to provide senior level human factors engineering (HFE), Human Systems Integration (HSI) and mission planning software development services to Government, commercial and international customers.



Mr. Bowers is a senior business development executive with expertise in the commercial and government sectors, specializing in complex technical solutions. He brings experience successfully steering revenue growth, delivering significant revenue and profit gains within competitive regional and global markets.

Doug's background includes leading full life cycle business development and capture management for new opportunities, leveraging market knowledge, technical expertise and relationship management skills to formulate effective BD plans, customer care plans, and proposals that have secured multi-million dollar contracts and fostered multiple additional business opportunities. He also brings expertise initiating, cultivating and managing positive and highly productive relationships with C-Level Executives, key officials and decision-makers.

Between 2011 and 2017 Doug held the role of Senior Program Manager, Business Development Manager at Leidos, where he provided marketing and business development leadership, driving revenue growth within the Critical Infrastructure Communication sector. In this role, Doug was credited with successfully leading a new business campaign that secured a \$100M+ pipeline and multiple new contracts. He received the Leidos 2014 Excellence Award for Collaboration, for successfully leading and winning a \$30M program for the design and installation of communications systems in 4 nuclear reactors on East Coast of the U.S. Doug also won the Leidos companywide Innovator Award for R&D efforts, delivering leadership excellence on a program to integrate emerging wireless technology with flow meters to reach below ground isolated measuring points. He brought this project from concept to completion within 10 months, 6 months ahead of initial estimate.

Between 2006 and 2011 Doug was the Business Development Manager of the Maritime Solutions Group at SAIC, where he managed all aspects of marketing and business development for multiple Operations Centers, focusing on areas such as systems integration of advanced physical security, C41SR, wireless/SatCom and professional engineering services. Here, he played an integral role in



large opportunity multimillion-dollar capture management and business development strategy. In this position, Doug was instrumental in closing \$30M in new business as well as leading an 18 month \$80M proposal effort for the USFK IT Outsourcing Program.

Between 2001 and 2006, Doug was SAIC's Director of Business Development for the Wireless Systems Group, where he delivered strategic leadership, steering the development of new, large client base, successfully cultivating strong high-level relationships with Fortune 100 clients, driving the capture of multimillion dollar contracts and additional opportunities. Here, he led relationship development for Royal Dutch Shell, securing \$10M+ for development and installation of an Africa satellite network project, and played an integral role working collaboratively with SAIC team on the development of concept for a \$100M Global Satellite network approach.