

# Harold (Harry) P. Xenitelis

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## PERSONAL STATEMENT

Over 3 decades of leadership, technology, and DoD experience. Dynamic and highly adaptive results-driven leader of multi-dimensional & cross-functional teams that support critical organizational goals and objectives. Excels at understanding the market, product differentiators, and crafting business development strategies that result in opportunity wins and subsequent company growth.

## AREAS OF EXPERTISE | CORE QUALIFICATIONS

- Vision development | short and long-term strategic planning | nested, effective, consistent tactical actions
- Solving complex problems | getting things done | more achieving, less talking
- Ethical, creative, competent decision-making | integrity | candor | calculated risk-taker
- Outstanding public speaker; excels at translating technical jargon into practical business solutions

## PROFESSIONAL HIGHLIGHTS

- Led Tampa Microwave's effort to win USSOCOM's SDN-L VSAT Program of Record (PoR) competition; defeated international titan & PoR incumbent, L3 Communications
- Developed & implemented surgical market growth strategies resulting in nearly tripling Tampa Microwave's annual revenue in less than 2 years
- Colonel, U.S. Army (Retired); consistently selected over peers for most complex and challenging assignments throughout 30 year total career; selected for positions multiple times by-name
- Served as US Army Space & Missile Defense Command (USASMDC)/Army Strategic Command (ARSTRAT) G6; provided DoD's highest level designation of Satellite Communications (SATCOM) expertise (Satellite System Experts, SSEs, & Consolidated SSEs) in support of both narrow (NB) and wideband (WB) MILSATCOM constellations providing 24/7/365 SATCOM support to DoD agencies and services, Special Operations Forces (SOF), the Special User community and select foreign partners
- Led DoD efforts to accept operational responsibility and control of the Navy's MUOS NB constellation
- 5 years' experience appointed as either Designated Approving Official (DAA) or Approving Official (AO); included all SOF networks in the CENTCOM and PACOM AORs
- Over 30 years telecommunications, cyber, SATCOM, and Information Technology (IT) management experience
- 7 years Joint Special Operations experience; includes serving as both the SOCCENT and SOCPAC J6
- 12 years Army Special Operations experience (includes service with the 10<sup>th</sup> Special Forces Group and an Army Special Mission Unit, Delta Force)

## PROFESSIONAL EXPERIENCE

**President** 6/2019 – present  
**Eagle 6X Consulting, Prescott, AZ**

- Independent consultant specializing in MILSATCOM and C4 business development within DoD
- Provides product development, strategic partnerships, opportunity development, and surgical market growth strategy guidance to a route/switch/compute manufacturer within DoD markets
- Hired by USSOCOM to lead a team of SATCOM experts from Johns Hopkins Applied Physics Lab to provide an independent assessment of USSOCOM's global SATCOM architecture

**Director of Business Development** 4/2016 – 6/2019  
**Tampa Microwave, St. Petersburg, FL**

- Led company efforts that won the USSOCOM PoR SDN-L 5-year contract over incumbent L3 in 2018

- Led efforts to win the US Army's SFAB, ESB-E, and TEK-V major programs over the PM's own PoR solution resulting in unprecedented & unforecasted conventional Army market penetration in 2018
- Led efforts to win major US Marine Corps sales opportunities over their own PoR solution resulting in unprecedented and unforecasted conventional Marine Corps market penetration in 2018

**Chief Information Officer (G6)**

7/2014 – 3/2016

**U.S. Army Space & Missile Defense Command (SMDC/ARSTRAT), Redstone Arsenal, AL**

- Led an IT organization consisting of over 250 employees (mostly civilians) based primarily at Redstone Arsenal, AL and Peterson Air Force Base, CO; managed a \$21M operating budget
- Responsible for DoD's highest level of Satellite Communications (SATCOM) expertise within 2 of 4 categories (narrow and wideband military SATCOM); DoD operational lead for new MUOS constellation

**Chief Information Officer (J6)**

7/2011 – 7/2014

**Special Operations Command, Pacific (SOCPAC), Camp H.M. Smith, Hawaii**

- Led a Joint IT organization consisting of over 80 personnel (primarily military); selected for this Colonel-level position over all available Colonels as a Lieutenant Colonel (rare occurrence)
- Solved the CEO's (CG) #1 technology problem by implementing the first-ever beyond line of sight Intelligence, Surveillance, and Reconnaissance (ISR) capability outside of the Middle East.

**Chief Information Officer (J6)**

7/2010 – 7/2011

**Cultural Engagement Group (CEG), Special Operations Command, Central (SOCCENT), Tampa, FL**

- Selected by-name over all other candidates by the CEO (CG) to stand up new and highly specialized (Special Communications) Command, Control, Computers and Communications (C4) organization
- Developed the first non-Special Mission Unit (SMU) low visibility C4 capabilities (Special Communications) within the DoD solving the CEO's (Commander) #1 technology problem

**Chief Information Officer (J6)**

9/2009 – 7/2010

**Special Operations Command, Central (SOCCENT), Tampa, FL**

- Selected by-name over all other candidates to lead a Joint IT organization consisting of over 150 personnel split between Tampa and Qatar; managed a \$258M operating budget
- Solved the #1 IT operational gap in the Middle East by delivering greatly improved IT capabilities to disparate and isolated elements; architecture prototype was later adopted globally by U.S. Special Operations Command (USSOCOM)

**Chief Executive Officer (Battalion Commander)**

1/2008 – 7/2009

**Warrior Transition Battalion, Schofield Barracks, HI**

- Selected by-name to stand up and lead a brand-new organization to oversee severely wounded warrior's recovery and successful transition back to Army duty or to a new civilian career
- Led efforts to develop brand-new Army-wide operating procedures, processes, & standards designed to ensure the safety, proper care, and career transition assistance for between 250 and 300 soldiers

## ADDITIONAL INFORMATION

- Bachelor of Arts degree, Communications, Glassboro State (now Rowan University), Glassboro, NJ 1988
- Graduate of multiple DoD professional development & leadership courses including the Joint-Combined Warfare school, Command & General Staff college, and Combined Arms and Services Staff school
- Formal professional training includes Army Master Parachutist, Military Freefall (HALO) Parachutist, Air Assault, WMD response, Special Operations Support, IT management, and Target Account Selling
- 5 year break in active military service (1999-2004); worked for Alcatel U.S.A. and Booz | Allen | Hamilton
- TS SCI clearance (renewed 6 NOV 15); currently held by Tampa Microwave