

Program Execution: Senior Program Manager/ Program Manager

The Senior Program Manager/Program Manager leverages skills, expertise, and specific capture opportunity experience to assist clients after the contract is won. Responsibilities include:

- Manage execution tasks as designated by the client as part of the client program execution team
- Plan and implement timely and reliable “transition to execution” of the contract from the proposal through contract startup to first deliveries.
- Identify transition risk and develop risk mitigation plan
- Mentor the client Program Manager and other program staff to achieve success
- Improve organizational and/or individual performance as related to the mission, strategic goals, and mandates of an organization and its programs to meet contract objectives and client business objectives
- Support the improvement and modernization of infrastructure, achieve systems excellence, continuously improve customer support, and proactively pursue cost reductions
- Monitor technical performance, risk management, and cost and schedule performance as measured against the contract baseline; provide program reviews to senior management; conduct program management review meetings in conjunction with the Earned Value Measurement System reporting requirements
- Capture lessons learned and best practices and report back to the client Program Manager
- Analyze and report production costs; analyze and recommend action on manufacturing and production problems; assess the impact of production engineering changes, waivers, and deviations on other procurements; organize, plan, perform and or monitor pre-production, production, and first article testing; and identify problems, isolate factors contributing to these problems, and propose improvements
- Conduct other management activities as required by client

“Shipleys has substantially increased our productivity and win potential. We couldn’t have achieved the changes we wanted in the time scales without your involvement. Our proposal quality has improved dramatically in a very short time.”

- Head of Region-Europe

Why Partner with Shipleys?

We offer:

- Complete proposal team support
- Professional support at high-value peaks across the proposal process
- End-to-end leadership of capture and proposal milestone reviews

Let Shipleys add value to your business development team by bringing resources that offer:

- Leadership
- Discipline
- Flexibility

Other Services

- Proposal Management
- Government Marketing
- Post-Award Support
- Business Development Training

Shipleys | Wins

Shibley clients value our blended services model that provides industry-best consultants, trainers, and business development tools. Since 1972, Shibley has supported large and small companies in securing billions of dollars of Government and commercial contracts.

Consulting

Providing proven personnel and best practices to help clients succeed.

- Winning strategic, competitive bids to Government or business customers
- Establishing long-term customer relationships through market positioning or capture planning
- Evaluating the necessary infrastructure and processes necessary to compete on complex bids
- Augmenting proposal teams to provide “just in time” resources needed to produce a competitive proposal
- Managing a complete turnkey proposal effort
- Supporting program management and execution

Professional Development & Training

Offering a blend of learning solutions that help clients build internal capability and competence.

- Writing Federal Proposals
- Managing Federal Proposals
- Capturing Federal Business
- Winning with Past Performance
- Winning through Task Orders
- Managing Winning Reviews
- Winning in the Cost Volume
- Foundations of Proposal Development (online)
- Understanding the Business Development Lifecycle
- Winning Sales Proposals (Business to Business)
- Winning Executive Summaries (Classroom or CD)
- Price to Win
- Winning Sales Communication
- Positioning to Win (Sales Training)
- Custom course development – classroom and online
- Shibley University
 - Basic Certification
 - Advanced Certification

Tools and Products

Publishing a number of award-winning books, tools, and templates that help clients win business.

- Shibley Proposal Guide v4.0
- Shibley Capture Guide v3.0
- Shibley Business Development Lifecycle Guide
- Capture Planning Template
- Proposal Management Plan Template
- Proposal Development Worksheet
- 7-Phase Business Development Lifecycle – chart and description
- Executive Summary Planner
- Bidder Comparison Matrix
- Color Team Review Tools
- Compliance Matrix Template

Learn how Shibley can help you improve your business development effectiveness and success through a proven model of applying best practices. Call us or visit us at www.shibleywins.com.