



Robert E. Rosenberger, MBA, CPCM, PMP, CSSGB, ITIL

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Rob Rosenberger is the visionary CEO/Co-Founder of Blackdragon, a highly innovative global consulting firm increasingly recognized across the vast federal industry as a major disruptor. It radically changes the way contracts are identified, pursued and won. The first and only of its kind, the company breaks longstanding paradigms by revolutionizing one of the most sizable, most mature industries renowned for its resistance to change. Blackdragon quickly became and remains the largest and fastest growing Bid and Proposal (B&P) company across the US.

Mr. Rosenberger served in the US House of Representatives (2014-2015) as a hand-selected Congressional Fellow where he advised Congressmen, Senators, various committees in both the US House and US Senate on significant national issues in addition to heading strategic initiatives aimed at driving new laws to enhance Government efficiencies. He is a former corporate Chief Operating Officer and senior executive for mid-sized contractor firms supporting the national defense arena and US Intelligence Community (IC). His career to date includes flying classified missions in a naval reconnaissance squadron, holding various leadership roles throughout multiple US intelligence agencies, being former Special Adviser to the Comptroller for the Chairman, Joint Chiefs of Staff and later senior adviser to an assortment of our nation's highest leaders across the Department of Defense (DoD) and the IC. He has held numerous leadership positions in large organizations overseeing classified international operations of very complex, extensive enterprise programs.

Rob is adroit and accomplished at turning around declining businesses within the federal professional services industries including organizations struggling with cultural transitions. Always leading by example and embracing accountability for outcomes, he focuses on establishing and maintaining trust from all stakeholders involved to ensure team success. His specialty is identifying lucrative opportunities, developing creative strategies to win them, forging the assembly of formidable bid teams and leading whole pursuits to winning each targeted objective. He is highly trained and a practiced expert in contracts, sophisticated negotiations, program management and exceptional business strategy. Rob has participated in (led many) hundreds of substantial corporate proposal efforts with an aggregate total contract value exceeding \$50B over his career.

Mr. Rosenberger possesses exceptional strengths covering all stages of the business development lifecycle including opportunity analysis, requirements analysis, market assessment, strategy formulation, solution development, and capture approaches. His background includes successfully building and leading advanced technical teams domestically and abroad in cybersecurity, IT services, service management, progressive advisory services, systems and network infrastructure engineering, modeling and simulation, logistics and training, military operations field support, language interpretation and all-source intelligence analyses.

Rob leverages his keen understanding of the entire federal market in conjunction with broad range of personal experiences over the past several decades accompanied by his rich professional network and key relationships in these respective fields. He periodically guides top leaders of organizations in effectively restructuring internal processes, streamlining operational costs and improving returns on investment while never losing sight of raising workforce morale and maximizing customer satisfaction through the process.

Mr. Rosenberger received his Bachelor in Business Administration at Texas A&M University double-majoring in *Finance* and *Management*, plus earning the equivalent of a minor in *Accounting* with additional emphasis in *Electrical Engineering* and *Business Analysis*. He has earned three Masters Certificates. Two were acquired via George Washington University with one in *Commercial Contract Management* and the other in *Government Contracting*. The third Masters Certificate was earned at University of Maryland in *Business Technology in the Public Affairs Sector*. Mr. Rosenberger also has a Master's of Business Administration with emphasis in *Public Administration* from the University of Baltimore. Finally, he has attained the following professional certifications: 1) Certified Professional Contracts Manager (CPCM), 2) Certified Project Management Professional (PMP), 3) Certified Six Sigma Greenbelt (CSSGB), and 4) Certified ITIL v3 Foundation.

Rob is occasionally invited to speak at industry events, participate in notable technical panels and to advise corporate leaders. He is a #1 national bestselling author — "[Game Changers for Government Contractors](#)."