

SONYA B. HARRIS

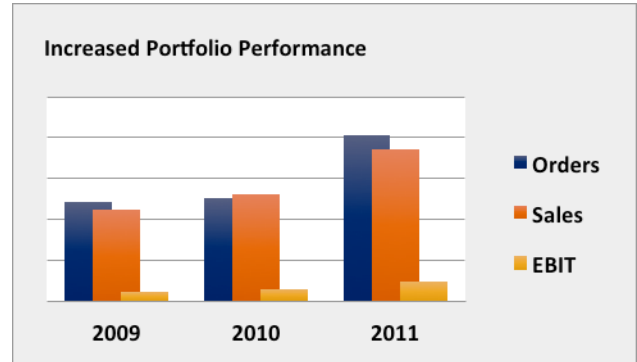
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SENIOR MANAGEMENT PROFILE

**Organizational, Operational & Program Solutions | Accelerated Revenue Growth
Cost Reduction | Operational Excellence | Customer Engagement & Retention**

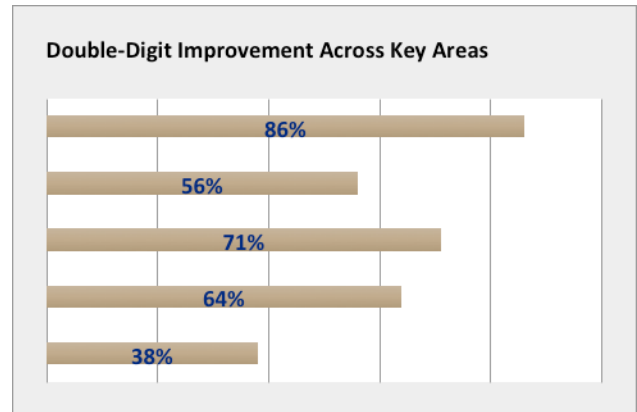
*Leading Businesses To Breakthrough Operational, Financial & Revenue Success
Building Customer-Centric Organizations, Profitable Client Relationships & Critical Alliances
Turning Around Program Performance, Strengthening Efficiencies & Boosting Business Growth*

- ▶ Success in orchestrating turnaround initiatives that revive stalled operations and ignite underperforming organizations.
- ▶ Astute in leading high-level strategic plans and develop value-driven services and business solutions that boost annual revenues.
- ▶ Repeatedly sought out by senior management to serve as trusted advisor and business strategist on complex, high profile projects.



Core Competencies & Leadership Strengths

Strategic & Tactical Planning
Profit & Loss Management
Turnaround & Change Management
Multimillion Project Management
Large-scale Program Management
New Business Development
Cross-Functional Team Leadership
Process, Efficiency & Operational Improvement
Business Reengineering & Transformation
Change Management



LEADERSHIP EXPERIENCE & PERFORMANCE HIGHLIGHTS

LOCKMAN HARTMAN CORPORATION, Rockville, MD

2012 to present

Advanced quickly through increasingly responsible leadership roles—repeatedly selected by senior management to develop business turnaround, revenue enhancement, and customer engagement solutions.

VICE PRESIDENT – OPERATIONS, Rockville, MD (2012-present)

Global Program Oversight | Process & Efficiency Improvement | Cost Reduction

Charged with revitalizing portfolio performance, elevating assessment scores and restoring customer confidence across 900 contracts operating in 50 states and 8 countries. Repeatedly leverage and deploy market-driven best practices and emerging tools to sustain operational excellence.

- ▶ Redesigned and streamlined organizational infrastructure to capitalize on human resource competencies, lower operating costs and improve process efficiencies.
- ▶ Reversed number of programs in critical status with poor performance to zero within just 12 months; retained “no-critical” performance through strong risk management and prevention strategies.
- ▶ Surpassed performance metrics on sales, cash and EBIT, a first-time achievement for portfolio in 8 years.