

## Contact

[www.linkedin.com/in/ron-pierce-98981a5](http://www.linkedin.com/in/ron-pierce-98981a5) (LinkedIn)

## Top Skills

Strategic Planning

Business Development

Leadership

## Languages

Russian

German

# Ron Pierce

Director, Office of Small & Disadvantaged Business Utilization(OSDBU); leading and facilitating small business engagement with DOE in support of It's mission.

Washington, District of Columbia, United States

## Summary

I am an Agile Management, Operations and Program Strategist/ Executive who conquers challenges with inspirational leadership, passion. My vision coupled with exceptional experience within military, business, community, and nonprofit settings allows me to drive direction for best practices, growth and visibility. Other strengths that enable success...

☐ Ability to formulate and execute processes, policies and communications strategies that optimize organizational capabilities – while continuing to attain shared goals and objectives.

☐ Natural talent for engaging with and winning consensus from diverse stakeholders, volunteers, C-level executives, Board of Directors and business leaders – in nonprofit or for-profit environments.

☐ Impeccable record of championing and turning ideas and dreams into tangible and viable outcomes.

Specialties include: Public Engagement | Constituency Outreach | Business Development | Leadership | Strategic Planning | Execution | Program Management | Project Management | Business Development | Strategic Partnerships | Revenue Generation | Organizational Restructuring | Conversant in German and Russian | Servant Leader | Relationship Management | Community Relations | Communications | Public Speaking | Education | Stewardship | Cultural Change | Team Building | Mentorship

---

## Experience

Dept of Energy

Director

January 2022 - Present (1 year 8 months)

Washington, District of Columbia, United States

Lead Dept. of Energy, Office of Small & Disadvantaged Business

Utilization(OSDBU) advocating for small businesses to work in supporting the mission of the DOE

Democratic National Committee

Senior Advisor, DNC;Veterans and Military Families Outreach

May 2020 - December 2021 (1 year 8 months)

Washington, District of Columbia, United States

Independent Consultant

Pierce Associates, LLC

June 2019 - May 2020 (1 year)

Washington, District of Columbia, United States

Facilitated contact, conducted outreach and raised development funds for veteran owned start up companies.

Public Broadcasting Service

SENIOR DIRECTOR - VETERANS INITIATIVE | COMMUNITY OUTREACH

2014 - 2019 (5 years)

Arlington, VA

Led the multidepartment team at PBS to deliver multimedia content, engagement strategies and services in support of the initiative. Maximized reach and impact of the veteran initiative by identifying national and local media-level partners. Represented PBS publicly as a spokesperson for the national veteran initiative.

✓ Increased station participation from 15 stations to over 105 stations.

Raised \$300K above budget in a fiscal year to augment veteran storytelling.

Worked with PBS member stations to explore and deliver local engagement opportunities around the initiative.

Democratic National Committee

3 years

NATIONAL DEPUTY DIRECTOR - CONSTITUENCY OUTREACH

2013 - 2014 (1 year)

Washington, DC

Maintained continued oversight of both Veterans and Small Business

Outreach, while organizing, developing and managing a national constituency

outreach and engagement program. Developed and coordinated a national strategic outreach campaign and national digital strategic engagement plan for the 2014 election across various constituencies.

#### NATIONAL DIRECTOR - VETERANS OUTREACH

2011 - 2014 (3 years)

Washington, DC

NATIONAL DIRECTOR, VETERANS OUTREACH, 2011 – 2014

DIRECTOR - SMALL BUSINESS OUTREACH, 2011 – 2014

Focused on increasing veteran and small business participation in the Obama 2012 campaign, registered new voters and highlighted the accomplishments of the Administration in those two areas. Served as a primary liaison and staff member for national veteran surrogates, party leaders and officers. Raised funding through veteran networks for Obama 2012 campaign. Established veterans' voter outreach program in 21 battleground states. Organized, developed and managed national veterans and military family engagement program. Managed events featuring top-level surrogates including Dr. Biden and AG Biden during the 2012 convention.

#### Obama for America

##### STATE VETERAN OUTREACH DIRECTOR

2012 - 2012 (less than a year)

Raleigh, NC

Spearheaded statewide veteran outreach program. Coordinated with NC field staff on veteran centric canvassing, phone banking and voter registration. Generated key resources and materials for field staff and volunteers on veterans' outreach and messaging. Planned and coordinated several statewide outreach tours with veteran and Attorney General Beau Biden and other general officers. Oversaw paid canvass program in Mecklenburg County, North Carolina.

#### Paetec

##### SENIOR TEAM MANAGER

2010 - 2011 (1 year)

Managed and upsold network services, consulting with new customers, administering installation and implementation of programs, and overseeing and training six junior account executives.

#### XO Communications

##### SENIOR CARRIER ACCOUNT EXECUTIVE

2001 - 2008 (7 years)

San Francisco Bay Area

Managed team of 10 account executives.

✓ Closed deal with Singapore Telecom at \$18M going on to increase revenue 400% over two years. Increased revenue 150% each year, across all assigned and new accounts. Led acquisition team in securing new carrier accounts throughout Asia.

WorldCom. INC

ACCOUNT EXECUTIVE

1997 - 2001 (4 years)

San Francisco Bay Area

Ranked as top sales representative in the Western region, exceeding quota by more than 150%, and increasing new accounts and revenue 120% each year. President's Club Winner for three consecutive years.

US Army

MAJOR (RETIRED)

1985 - 1996 (11 years)

---

## Education

Naval Postgraduate School

MA, International Relations/ Russian Studies · (1994 - 1995)

Defense Language Institute Foreign Language Center

Russian Language Studies

United States Military Academy at West Point

BS, Human Services · (1981 - 1985)