

# ALONZO L. FULGHAM

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## EXECUTIVE LEADERSHIP AND STRATEGY PROFESSIONAL

**International Development Policy, Planning and Operations Executive:** Well-experienced in managing organizations and programs with budgets in excess of \$15 billion. A seasoned senior executive who excels in fast-paced high pressure environments and executes complex operations in culturally diverse and challenging settings. Possesses proven negotiation skills in emerging markets with a history of devising clear transactional models for growth strategies.

### Key qualifications include:

Strategic Partnerships	Policy Development
Corporate Vision	Strategic/Operational Planning
Executive Development	Change Management
Corporate Leadership	Infrastructural Development
Reorganization & Turnaround Management	Public-Private Partnership
Business Process Reengineering	Project/Quality Management

Current member of the Board of Directors for Palladium International, the American Academy for Diplomacy, Meridian International, Shared Interest, The Council on Foreign Relations, and the International Advisory Council of the Carnegie Mellon University Center for International Relations and Politics. I formerly served on the Advisory Board for Pacific Architects and Engineers, Inc. and the Board of Directors for GRM International, a leading global development management firm, the Futures Group, Malaria No More, the William Davidson Institute; the German Marshall Fund's Transatlantic Aid Effectiveness Experts Group, and Georgetown University's O'Neill Institute-Value for Money in Global HIV Programs. I am also a former board member of the U.S. Millennium Challenge Corporation and the U.S. Overseas Private Investment Corporation.

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## EDUCATION

### Masters of Arts | National Defense University

Emphasis: National Security Issues, Strategic and Organization Planning, Intelligence, Logistics Change Management, Corporate Development and Leadership

### Bachelors of Arts | Fisk University

Major/Emphasis: Economics/Business

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## BENCHMARKS & MILESTONES

Corporate Leadership | Policy Development | Change Management | Business Model Reengineering

- Designated by the President of the United States to act as the Administrator for the United States Agency for International (USAID or the Agency).
- Addressed a range of development policy and humanitarian assistance issues including globalization, broad-based economic growth, food security, climate change, trade capacity building, Global Health, HIV/AIDS and malaria, democracy and good governance, conflict mitigation, foreign disasters and rapid population growth.
- Oversaw a budget of over \$15 billion in over 88 countries; managed a staff of over 7,000.
- President's Middle East Delegate. Head of Delegation in a variety of domestic and international Government of United States (USG) executive engagements.

Strategic/Operational Planning | Organizational Change | Turnaround Management | Infrastructure

- Served as the organization’s first-ever Chief Operating Officer with full executive authority for leading USAID’s overall revitalization, improving qualitative organizational performance, and managing organizational and cultural change.
- Oversaw the formulation and implementation of USAID’s Civilian Military policy and strategic planning, oversaw the Agency’s program and management reforms, and provided leadership on humanitarian assistance objectives.
- Reintroduced effective corporate systems for rigorous budget planning, policy and program analysis, policy development and formulation, and strategic planning.

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## PROFESSIONAL EXPERIENCE

### **Executive Vice President-Defense/Homeland**

VIATEQ

Corporation March 2020 — present, McLean, VA.

VIATEQ is a certified SBA, SDB, and Minority owned company employing over 80 career professionals in 8 states, and CONUS (United States territory, including the adjacent territorial waters, located within North America between Canada and Mexico) Operations.

- Working with senior leadership to direct management and teams tasked with Application Development and Management, Cyber and Information Security Services, Call Center and Help Desk, and Program Management and Business Operations.
- Adding my proven experience and deep past performance serving federal missions, spanning national security, financial and regulatory, and civilian programs. Joined a leadership team comprising former senior government managers, Business Operation Support SME’s, and doctorate level technical advisors.

### **President**

Galileo Energy Partners, BV

July 2016 – Dec. 2019, London, UK and Washington, D.C.

Galileo Energy Partners, LLC, headquartered in London, UK, is an integrated development and investment company focused on the energy and mining sectors in Africa.

- Served as chief executive and global business strategist as firm sought to consolidate current holdings, strengthen existing partnerships, and expand into new markets in Africa and the Asian Pacific regions. Utilized deep knowledge principals and players within international energy, environment, infrastructure and sustainable development arenas to strategically position the GEP for exponential growth and profitability.

### **Senior Vice President for Strategy and Sustainable International Development - CH2M HILL**

July 2012 – December 2015, Washington D.C.

Developed and promoted healthy balance between competition and collaboration as the firm sought to solve complex engineering problems in the face of extreme infrastructure, environment, and climate change challenges in new and emerging markets.

- Identified and secured new business in sustainable development, climate science and public health and security.
- Utilized broad experience and knowledge of the international development marketplace to strategically position the company as it expanded in new markets and remained competitive in the environmental industry sector.

### **Founder and Principal**

TJM International Consultants, LLC

March 2012 – present, Washington D.C.

A strategic consultancy offering the unique expertise of an international development, policy, planning and operations executive. TJM consults pro se on global development policy & humanitarian assistance, as well as on leading organizational change for effective results.

**Vice President**

International Relief and Development

November 2010 to January 2012, Washington, D.C.

Direct report to CEO with responsibilities for development and execution of strategic business initiatives to double company size by driving \$500M in growth through improved operations, new business services and expansion into new markets. Direct oversight of all Operations and Business Development.

- Designed and leading a company-wide strategic, business planning process to define competitive value proposition, identify operational improvements, expand clients, and improve staff recruitment and retention.
- Launched and leading Asia Business Unit to expand business operations in Asia with focus on partnerships with Australian Agency for International Development, Asian Development Bank, World Bank, and non-USAID bilateral donors.
- Launched and leading public-private partnerships initiative to engage corporate and foundation donors in coordinated programs with traditional bi-lateral and multilateral donors.

**Career Leadership with United States Agency for International Development (USAID)**

1986 to 2010:

**Acting Administrator – January 2009 to January 2010**

Chief Executive Officer responsible for planning, development and execution of the United States' development policy and humanitarian assistance programs during the Presidential Transition and the first full year of the Obama Administration.

- Repositioned USAID to resume its role a premier 21<sup>st</sup> Century development organization, including recruiting a world-class executive management team.
- Formed strategic partnerships within the United States National Security Community, and with other U.S. Government agencies, host countries and international donors and allies, and public-private partnerships with for-profit and non-profit organizations.
- Led Agency negotiation efforts to ensure United States' compliance with the Paris Declaration.

**Chief Operating Officer and Executive Secretariat – August 2006 to October 2010**

Effectively exercised full executive authority for leading USAID's revitalization, improving qualitative organizational performance, and managing organizational change;

- Launched successful long-term corporate civilian-military cooperation partnership.
- Presided over unprecedented staff recruitment, business process reengineering and the creation of 21<sup>st</sup> Century policy and strategic planning processes and systems.
- Reintroduced effective corporate public private partnerships and management tracking

**USAID Mission Director to Afghanistan – June 2005 to July 2006**

Led the U.S. Government development and humanitarian assistance programs in Afghanistan, and laid the foundation for real human progress and market-led growth, while managing second largest development and nation-building program in the world, with a budget of \$1.2 billion.

- Established and led essential strategic civilian-military nation-building partnerships.
- Launched large-scale programs in infrastructure, agriculture, reconstruction, education, health, democracy & governance, economic growth and ex-combatant reintegration.
- Successfully achieved U.S. Government objectives in politically unstable environment.