

# GREGORY HALE

## CAPTURE MANAGER

### CONTACT

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### SKILLS

- Capture Management
- Business Development
- Capture Plans
- Price-to-Win
- Teaming Agreements
- Federal Acquisition Processes
- CRM
- Deltek GovWin IQ
- PowerPoint
- Excel

### EDUCATION

#### Bachelor of Science

05/2015  
University of Alabama in Huntsville  
Huntsville, AL  
Business Administration

### CERTIFICATES

#### Capture Management Workshop

03/2022  
Shipley Associates

#### APMP Practitioner

10/2023  
Association of Proposal Management Professionals

### SUMMARY

Capture manager with 11 years in defense business development, capture and contracts, focused on Army aviation and missile defense programs. Builds capture plans, teaming strategy and price-to-win inputs, knows federal acquisition processes from the contracts side, and holds an active Secret clearance.

### EXPERIENCE

#### Capture Manager

01/2022 - Present

Redstone Valley Engineering Huntsville, AL  
Defense engineering services firm with 900 staff supporting Army aviation and missile programs.

- Lead capture management for 8 Army and MDA pursuits worth \$40M to \$250M, winning **\$520M** since 2022.
- Develop capture plans with win themes, competitor assessments and price-to-win inputs for every gate review.
- Build relationships with 30+ program office and contracting stakeholders through industry days and RFI responses.
- Negotiate teaming agreements with 12 small business partners to meet subcontracting goals on each bid.

#### Business Development Manager

06/2018 - 12/2021

Tennessee Valley Systems Huntsville, AL  
Test and evaluation contractor with 400 employees.

- Qualified 60 opportunities a year in Deltek GovWin IQ and a Salesforce CRM, moving 15 to bid decisions.
- Wrote RFI and sources-sought responses that steered 4 RFPs toward the company's test and evaluation strengths.
- Presented gate review briefings in PowerPoint to 5 executives, with win probability and pipeline value.

#### Contracts Specialist

06/2015 - 05/2018

Cotton Row Defense Services Huntsville, AL  
Engineering and logistics support contractor for Army aviation.

- Reviewed 40+ solicitations a year against FAR and DFARS clauses, flagging risks before bid decisions.
- Drafted 25 contract modifications and tracked \$90M in funded backlog in Excel.
- Answered contracting officer questions on 6 active task orders within 2 business days.