

Douglas Reyes

SENIOR CAPTURE
MANAGER

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Certificates

Capture Management Workshop

Shipley Associates
05/2017

APMP Practitioner

Association of Proposal
Management Professionals
09/2019

Skills

- Business Development
- Capture Management • Pricing
- Price-to-Win • Capture Plans
- Teaming Agreements
- Black Hat Reviews • CRM
- Deltek GovWin IQ • Excel

Summary

Senior capture manager with 13 years in space and defense business development and capture, winning \$2.1B in Space Force awards since 2021. Leads pricing strategy, price-to-win and teaming for pursuits of up to \$1.5B, mentors capture managers and holds an active TS/SCI clearance.

Experience

Senior Capture Manager 04/2021 - Present
Pikes Peak Space Systems Colorado Springs, CO
Space and missile warning contractor with 3,000 employees supporting Space Force programs.

- Lead 6 strategic Space Force pursuits worth \$300M to \$1.5B, capturing **\$2.1B** in new awards since 2021.
- Set pricing targets and price-to-win positions with finance, using competitor rate and staffing analysis.
- Mentor 4 capture managers on capture plans, customer call plans and black hat reviews.
- Write white papers and hold 50+ customer meetings a year that influence requirements before RFP release.

Capture Manager 03/2016 - 03/2021
Schriever Ridge Technologies Colorado Springs, CO
Satellite ground systems and cyber contractor.

- Captured 9 of 14 satellite ground system pursuits, worth \$640M combined.
- Negotiated teaming agreements with 20 prime and small business partners.
- Presented gate reviews to the executive team with win probability, pricing and staffing plans.

Business Development Analyst 06/2013 - 02/2016
Cheyenne Mountain Analytics Colorado Springs, CO
Space and missile defense engineering support firm.

- Tracked 200 opportunities in Salesforce CRM and Deltek GovWin IQ for a \$400M pipeline.
- Wrote 30 RFI and sources-sought responses for Air Force space programs.
- Built monthly pipeline reports in Excel for the vice president of business development.

Education

Bachelor of Science 05/2013
University of Colorado Colorado Springs Colorado Springs, CO
Aerospace Engineering