

Jonathan R. Santana, LSSBB, CSM

GovCon Executive | Acquisition Strategy | Program Delivery

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EXECUTIVE PROFILE

GovCon executive with 20+ years of Federal and municipal acquisition experience across Defense and civilian organizations. Drives mission delivery through disciplined procurement strategy, program governance, and cross-functional execution.

President/CEO of Excelsior Consulting Services (SBA-certified SDVOSB and HUBZone), advising clients on acquisition support, project/program management, and operational performance.

KEY IMPACT METRICS

- Supported more than \$1.2B in contracts and program portfolios.
- Contributed to \$427M in transportation contract awards at USPS.
- Enabled consolidation from 326 contracts to 43 vehicles in major procurement waves.
- Led implementations of 125 SDUS, 50 SIPS, and 450 Smart Package Locker deployments.

PROFESSIONAL EXPERIENCE

Excelsior Consulting Services, LLC - President/CEO

Mar 2022 - Present

- Leads delivery of acquisition, program management, and operational services for public and private clients.
- Established a high-agility SDVOSB/HUBZone firm focused on performance, trust, and client outcomes.

MBA Consulting Services (USPS) - Project/Program Manager III

Sep 2021 - Present

- Directs PMO coordination across suppliers, engineering, and business owners for nationwide sorter and locker programs.
- Produces executive-level program reporting and implementation tracking for multi-region deployments.

MBA Consulting Services (USPS) - Senior Purchasing Specialist

Jan 2018 - Nov 2020

- Supported strategic transportation procurements, pricing analysis, and sourcing recommendations.
- Drove portfolio efficiency through contract consolidation and timeline governance.

Selected Federal Acquisition Roles - USAID, GSA, NOAA, NARA, ACC-APG, VA

2007 - 2021

- Delivered pre-award, post-award, closeout, and policy support in complex acquisition environments.

GOVCON COMPETENCIES

- Federal acquisition strategy and contract lifecycle support
- Program governance and implementation leadership
- Stakeholder alignment across PMO, operations, legal, and vendors
- Cost/pricing analysis, market research, and sourcing strategy
- Executive reporting, risk tracking, and performance management

CERTIFICATIONS

- Lean Six Sigma Black Belt, Green Belt, Yellow Belt
- Certified Scrum Master
- DAU Certified Acquisition Professional, Contracting Level I
- ISO 9001 - Quality Management Systems

SYSTEMS EXPERTISE

GLAAS, TCSS, EASi, C.Suite, PRISM, PD2, WAWF, FPDS-NG, CPARS, PPIRS, ADPICS, BTS, Ethos, TrueView, ETK, Microsoft Office.

MILITARY SERVICE

- United States Air Force Contracting Specialist (2002-2006)
- Deployed to Iraq (2005), 332nd Air Expeditionary Wing support mission
- Former warranted Contingency Contracting Officer

EDUCATION

- B.S. in Business Administration (in progress)
- Prince George's Community College coursework
- Community College of the Air Force business credits

LINKS

LinkedIn: [linkedin.com/in/jsantana](https://www.linkedin.com/in/jsantana)

Company: [excelsiorcs.com](https://www.excelsiorcs.com)

Website: [jonathansantana.co](https://www.jonathansantana.co)