

# Jonathan R. Santana, LSSBB, CSM

Community Leader | Board Member | Strategic Operator

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## LEADERSHIP PROFILE

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Service-centered executive and community advocate with 20+ years of experience building trusted partnerships, aligning stakeholders, and translating mission into practical execution. Brings board-level governance perspective and operational leadership shaped by military and cross-sector experience.

Founder and CEO of Excelsior Consulting Services, with deep expertise in guiding organizations through complex operational and strategic priorities.

## COMMUNITY AND BOARD LEADERSHIP

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### The Capital Market - Executive Board Member

2019 - Present

- Collaborates with board and leadership to shape strategic goals and long-term vision.
- Supports mission-aligned initiatives focused on strengthening community outcomes in Prince George's County.

### Hispanic Chamber of Commerce Prince George's - Co-Director, Membership & Engagement

Current

- Supports member growth, engagement strategy, and relationship development for Hispanic business stakeholders.
- Helps connect entrepreneurs and professionals to resources and partnerships that advance local economic opportunity.

## PROFESSIONAL EXPERIENCE

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### Excelsior Consulting Services, LLC - President/CEO

Mar 2022 - Present

- Leads delivery for client-facing engagements in acquisition support, project/program management, and operations.
- Built an SBA-certified SDVOSB and HUBZone business grounded in integrity, service, and client trust.

### Program and Acquisition Leadership Roles - USPS and Federal Agencies

2007 - Present

- Led and supported major initiatives with multi-agency stakeholders and measurable outcomes.
- Experience includes organizations such as USPS, GSA, NOAA, NARA, VA, and USAID.

## IMPACT HIGHLIGHTS

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- 20+ years of public-sector and mission-driven operational leadership.
- Supported over \$1.2B in contracts/programs and large-scale implementation portfolios.
- Led national deployments including 125 SDUS, 50 SIPS, and 450 Smart Package Locker rollouts.
- Contributed to procurement optimization efforts with significant contract consolidation outcomes.

## CORE STRENGTHS

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- Board collaboration and strategic planning
- Community engagement and coalition building
- Program operations and implementation leadership
- Cross-sector stakeholder communication
- Mission alignment, governance support, and accountability

## CERTIFICATIONS

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- Lean Six Sigma Black Belt, Green Belt, Yellow Belt
- Certified Scrum Master
- DAU Certified Acquisition Professional, Contracting Level I

## MILITARY SERVICE AND FOUNDATION

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- U.S. Air Force Contracting Specialist (2002-2006); deployed to Iraq (2005)
- Service values that guide leadership: duty, integrity, and impact

## EDUCATION

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- B.S. in Business Administration (in progress)

## LINKS

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

Instagram: [instagram.com/jonhasgoodpics](https://www.instagram.com/jonhasgoodpics)

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