

Jeffrey Haddad

+1 401 497 2803

jeffreyhaddad@gmail.com

www.linkedin.com/in/jeffreyhaddad

www.crittendenconsultants.com

www.jeffreyhaddad.com

Summary

With a rich background spanning diverse sectors including government contracting, emerging markets, international development, management consulting, non-profit, humanitarian, and defense, I bring over 15 years of experience as a senior business development expert. My strategic insights and expertise in pricing, proposal development, and project management, have contributed to the success of numerous organizations in securing high-value contracts and driving revenue growth.

My capabilities extend to training, facilitation, and change management. I have deep knowledge about all major funders, including USAID, USDA, CDC, DoS, DoL, The Gates Foundation, The U.N. System, WorldBank (including IDB and ADB), FCDO, and the EU, as well as private and corporate foundations. My programmatic expertise includes health, education, economic growth, youth and livelihoods, child protection, humanitarian/emergency response, food security, nutrition, supply chain and logistics, and locally-led development.

Skills & Competencies

- Adult learning
- Budgeting
- Business process improvement
- Change management
- Compliance and risk management
- Digital content creation and editing
- Knowledge management
- Market research
- Meeting and conference facilitation
- Microsoft Excel, financial modeling, and analysis
- Negotiation
- Organizational assessment and development
- Partnership development
- PowerBI, data visualization
- Proposal writing and management
- SharePoint design and automation
- Strategic planning
- Spanish fluency
- Unit4, Deltek, Salesforce

Work Experience

Crittenden Consultants | Founder & CEO

January 2024 – Present

Founder and principal management consultant focusing on U.S. government contracting, providing expert guidance in strategic pricing, proposal management, and compliance. Develops and manages all client relationships.

- Leads a team of specialized subject matter experts.
- Developed and submitted proposals valued up to \$250M.
- Leads strategic negotiations on behalf of clients.
- Builds partnerships across small/large businesses and convening organizations in the government contracting industry.

The Palladium Group | Director, Pricing & Value Analytics

May 2020 – November 2023

Reporting to the firm's Managing Partners, oversaw all cost proposal strategy and submissions for a pipeline of over 40 high-value bids per year, totaling more than \$1.5B in revenue.

- Developed a full-service department, coaching and mentoring a team of 10 staff including external consultants.
- Drove competitive advantage through meticulous market and competitive analysis techniques, elevating proposal performance by 3%.
- Spearheaded knowledge management and training, including communities of practice and agile resource management.
- Co-lead the organization's locally-led development task force.
- Designed and deployed dynamic pricing and data visualization models customized for each practice area.

Education

University of Maryland, 2021
Master of Business Administration

Providence College, 2004
Bachelor of Arts in Political Science
Bachelor of Arts in Spanish

Certifications

Project Management for
Development Pro
APMG International, 2019

Lean Six Sigma
Lean Six Sigma Institute, 2016

Speaking Engagements

“Cost Allocation: Hindsight is
20/20”

*Humentum Annual Conference,
2018*

“What to Expect with
Government
Contracting”

*Humentum Annual Conference,
2017*

“Six Steps Toward Full
Cost Recovery”

*Humentum Annual
Conference, 2016*

Winrock International | Director, Cost & Pricing

August 2019 – May 2020

Reporting to the organization’s COO, supported business development and programs to submit competitive and financially sound cost proposals.

- Secured three U.S. government contracts valued at over \$25M each.
- Expanded market share in climate change, water security, and workforce development sectors.
- Provided strategic counsel to senior leadership on business segmentation and new entity formation strategies, facilitation access to new client bases.
- Created and deployed a library of fit-for-purpose tools and templates.
- Facilitated department learning and strategic planning exercises.

Save the Children | Senior Director, Proposal Pricing

May 2013 – August 2019

Reporting to the Vice President of Business Development, pioneered the organization’s first corporate pricing strategy and full-service support department.

- Developed a team of 5 staff leading all proposal pricing, subcontract negotiation, and quality control.
- Engineered global cost allocation methodology, optimizing cost recovery for overheads and operating costs across diverse client and donor bases.
- Conducted intensive trainings on pricing, business development, and compliance in U.S. headquarters and project offices in Africa, Asia, and Latin America.
- Deployed to humanitarian projects as Senior Award Manager, notably for Indonesia earthquake and tsunami response.
- Lead change management initiatives to prepare the organization to accept U.S. government contracts.
- Co-authored the organization’s diversity, equity, and inclusion strategy.

Management Sciences for Health | Senior Business Proposal Specialist

March 2008 – April 2013

Within the Grants & Contracts department lead cost proposals, subcontract negotiation, and proposal production. =

- Played a pivotal role in all business development initiatives, securing contracts ranging from \$500k to \$200M for international health sector clients.
- Conducted on-site due diligence and training exercises for local subrecipients.
- Created sophisticated yet user-friendly financial models for internal staff to develop fixed fee, labor rate, and incentive-based payment structures.