

# JAMAAL S. UZZIEL

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## **Professional Summary**

Highly accomplished Senior Contracting & Business Development Specialist with expertise in federal procurement, IT transformation, and international business strategy. Proven ability to drive cost savings, streamline procurement processes, and secure multimillion-dollar contracts. Adept at leveraging cloud infrastructure, AI integration, and automation to enhance operational efficiency.

## **Skills & Core Competencies:**

- Federal Procurement & Acquisition (FAR, DFARS, DoD Contracting)
- Contract Lifecycle Management
- Project Management
- Knowledge Management
- Procurement Management
- Business Development
- IT Infrastructure
- Process Optimization
- International Sales
- Government Affairs
- Strategic Communications
- Stakeholder Engagement
- Winning

## **Professional Experience**

### **Texas Military Department | Acquisition Manager, Knowledge Management | *June 2024 – September - 2025* | *El Paso, TX***

- Developed and executed a streamlined knowledge management framework, improving data retrieval efficiency by 60%.
- Led the digital transformation of traditional knowledge-sharing methods, increasing accessibility and cross-team collaboration.
- Implemented cutting-edge AI solutions, reducing administrative workload by 40%.
- Facilitated high-level training programs, enhancing department-wide retention and compliance.
- Standardized operational processes result in a 35% efficiency gain across teams.

### **Texas Army National Guard | HR Manager | *November 2022 – July 2024* | *El Paso, TX***

- Increased personnel retention from 19% to 220% through innovative employee engagement initiatives.
- Spearheaded benefits enhancements, achieving a \$5M cost reduction and 98.6% case resolution efficiency.
- Optimized HR case management, expediting issue resolution by 70%.
- Designed and led recruitment initiatives, surpassing hiring quotas by 20% each quarter.
- Implemented workforce analytics tools, improving forecasting accuracy and operational planning.

## **Texas Army National Guard | Senior Contract Specialist | May 2024 – Present | Austin, TX**

- Managed multimillion-dollar procurement operations, securing over \$50M in federal contracts.
- Led theater contracting operations, ensuring 100% compliance with FAR/DFARS and DoD acquisition policies.
- Spearheaded contract solicitation, negotiation, and closeout efforts, optimizing vendor performance.
- Enhanced procurement efficiency, reducing processing times by 30% through automation and digital transformation.
- Developed strategic partnerships, strengthening interagency collaboration and operational support.

## **Texas Army National Guard | Operations & Logistics Manager | Oct 2007 – July 2024 | Houston, TX**

- Oversaw procurement and logistics operations, delivering \$10M+ in mission-critical equipment and resources. Project Load out
- Exceeded recruitment quotas by 20% monthly, optimizing force readiness and operational effectiveness. Project in boots
- Led COVID-19 Ground Support logistics, ensuring operational continuity and supply chain resilience.
- Executed cost-saving initiatives, reducing operational expenses by 15% annually.
- Developed strategic training programs, increasing personnel effectiveness and retention.

## **NASA - National Aeronautics and Space Administration**

### **Management Information – Pathways Program | Aug 2015 – Sep 2019 | Houston, TX**

- Developed an AI-driven workflow prototype, increasing efficiency and reducing costs by \$2M.
- Managed digital marketing campaigns, enhancing NASA's public engagement.
- Optimized data management workflows, cutting redundant processes by 35%.
- Led stakeholder engagements, strengthening internal and external communication strategies.

### **Education & Certifications**

- Master of Business Administration (MBA), Marketing – *Webster University (Current)*
- Bachelor of Business Administration (BBA), Marketing & Sales – *University of Houston, (Grad: 2019)*
- Program for Excellence in Selling – *University of Houston (Grad 2019)*
- Army 51C Contracting Certification – Army Acquisition Transition Course (FA51AATC) & Army Contracting Writing Lab (FA51ACWL)(Grad: 2025\*Dec)
- Data Analytics Essentials - *The University of Texas at Austin - (Grad: 2025\*Aug)*  
Project Management Professional Certification – *Texas A&M University - Texarkana (Grad: 2023)*
- Lean Six Sigma Black Belt Certification – *Lone Star College (Grad: 2019)*