



**Albert J. Russo**  
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## **SUMMARY HIGHLIGHTS**

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Results oriented, experienced Aviation Instructor, Chief Corporate Pilot, and FAA Part 91 flight instructor delivering incident free flight experience and instruction since 2008. Positive and energetic self starter with a varied background that combines project management experience and technical certifications with a strong work ethic. More than 11 years as a general aviation pilot and certificated flight instructor with 2500+ hours of instruction given. "Roll-up-your-sleeves" leadership style with an ability to coach, mentor and build successful teams.

## **Education Highlights**

- **M.B.A., Finance, Hood College, Frederick Maryland**
- **B.S., Computer Science, Shippensburg University of Pennsylvania**
- **IBM Program Management Professional**
- **U.S. Military – Marines, Honorable Discharge**

## **PROFESSIONAL AVIATION EXPERIENCE**

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**Aviation Experience: Total Time: 2600+ Hours, Airplane MEL/SEL/SES**  
**Instruction Experience: 2300 Hours+ Ground and Flight**

**Certificates and Ratings: Airline Transport Pilot, AMEL**  
**Commercial Pilot, ASEL**  
**Flight Instructor Certifications: CFI, CFII, MEI**  
**Advanced Ground Instructor**  
**Instrument Ground Instructor**

**Aircraft:** Beech Bonanza BE35 450 Hrs    Cessna 182 Skylane                    110 Hrs  
Cessna 172SP                    1000+ Hrs    Cessna 172 Floatplane                    14 Hrs  
Cessna 172RG                    12 Hrs    Piper Arrow PA28/201                    85 Hrs  
Piper Archer PA28                    25 Hrs    Piper Saratoga                    17 Hrs  
Cirrus SR20/SR22                    250 Hrs    Cessna 421C Golden Eagle                    10 Hrs  
Piper Apache                    20 Hrs    Piper Seneca                    25 Hrs  
Diamond DA20/40                    60 Hrs    Cessna 172 Float Plane                    12 Hrs

**Rexair flight school, Naples Municipal Airport, Naples, Florida**  
**September 2008 – Present (Part time since March of 2012)**  
*FAA Flight & Ground Instructor*

Developed operational procedures, and training curriculum leading to the school's first FAA PART 141 Certification for both Private and Instrument Pilot certifications. This accomplishment expanded the school's student market reach from U.S. Domestic, to international. Liaison between small, FAR Part 61 flight school and the U.S. State Department, TSA and Federal Aviation Administration. Improved business processes including dispatch procedures, automation tools, and administration leading to a safer and more efficient preflight process. Developed standardized private pilot procedures for instructor staff. Achieved 99% pass rate for student's practical tests and written tests for pilot certifications. Authored articles adopted by the FAA Safety Team (FAAST) which were published nationwide in order to promote aviation safety and education. Developed the Private Pilot knowledge Test Prep course. This course is now in its third year running. Logged more than 2500 incident-free instruction hours to a variety of clientele, primarily from the EU and northern US markets.

**TechTeam Government Solutions, Inc., Chantilly, Virginia**  
**January 2006 – July 2007 (Relocated to Florida in 2007)**  
*Vice President and General Manager*

Led Techteam's Federal Solutions Division, leveraging the company's Contact center expertise to federal clients. Maintained profit and loss for more than \$80 Million in contracts supporting federal civil agency clients. Fully responsible for P&L, operations, and strategic growth of more than a dozen programs, and 100 technical, administrative and management personnel. Maintained client relationships, developed strategic partnerships and ensured delivery excellence through a variety of frameworks including ISO9000, ITIL and CMMI. Led development of TechTeam's PM training program and developed the company's strategic business plan for Information Assurance and Compliance. Other contributions include: Measured improvement in profitability and organic growth, improved billing and Day Sales Outstanding metrics, and reduced turnover by 15% through better incentives and communications.

**IBM, Fair Lakes VA.**  
**April 2001 – Dec 2005**  
*Senior Managing Consultant, Business Consulting Services*

Led IBM's Boeing team to cultivate and capture significant contracts in the security and privacy markets. Also provided strategic management and security consultant services to key client base for IBM's Netcentric market. Advisory role to multiple large classified programs within the federal and DoD sectors. Experience includes: Identifying and validating new Federal high-level IA requirements; Conducting C&As and providing IV&V to existing IA support efforts for the Defense Information Technology Security Certification and Accreditation Process. Accomplishments include: Improved IBM's position with regard to highly visible, DoD programs, Identified and captured IA support contracts across multiple international corporations, positioning IBM as a key teaming partner on major programs, and Attracted, hired and retained key talent nationally across several programs.

**SECURITY CLEARANCES AND CERTIFICATIONS**

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- Active DOD TS/SCI
- Warranted Contracting Officer for the United States, 1992-1996
- Airline Transport Pilot, AMEL
- Commercial Pilot, Single Engine Land
- Certified Flight Instrument Instructor (CFII) Flight Safety International 2008
- Certified Advanced Ground Instructor
- Certified Instrument Ground Instructor

**VOLUNTEER AND COMMUNITY CONTRIBUTIONS**

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- Angel Flight Pilot Volunteer
- Homeland Security First Responder
- Food Bank Manager, Brunswick MD

**REFERENCES AVAILABLE UPON REQUEST**

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