



## Craig Corbin, World Wide Technology Director of Strategic Programs BD

Craig Corbin has more than 20 years of increasingly responsible positions in sales, sales leadership, business development and management in the private sector of both private and public companies.

Corbin currently serves as strategic programs business development director for World Wide Technology and is on the management team, responsible for refining and leading the company's strategic program initiatives within the Federal and State marketplace. The industry veteran manages a team of business development subject matter experts and is responsible for developing new market initiatives and assessing new markets. Areas include managed services, cloud, thin computing, *cybersecurity*, secure supply chain and many more key technology areas.

He also develops and maintains strong business relationships with key decision makers within customer and partner and SI community and provides direction to *Business Development*, Capture and Proposal Development staff members on strategic direction and day to day operational issues.

His responsibilities include setting expectations, goals, and performance measures for staff and leading teams to successful results in achieving the corporate growth goals. He also adapts capture and proposal strategies and changes/develops requirements by remaining well-informed on marketplace changes.

Prior to his current position, Corbin served in a number of Sales and Business Development rolls. He's never lost his engineering past and stays close to the technology and solutions his customers utilize. He typically forms a consultative approach to learn the challenges a customer is facing and builds the best combination of products and services to exceed these requirements. He and the teams he leads understand the acquisition cycle and milestones process and drive the opportunities to closure.

Craig has a distinguished background working within the Federal domain for well over a decade and prior to this he was part of a successful Silicon Valley start up (Riverstone Networks). Craig also spent nearly a decade with Bell Atlantic (now Verizon) in various technical and sales/BD positions.

He holds a Masters Degree in Engineering Management from the University of Maryland and a Bachelor's Degree in Engineering from Capitol College. Craig lives with his wife, Barbara, who he has been married to for twenty years, and four children in Maryland. In his spare time, he runs and bikes and heads to the gym. He is also an avid reader, recently converting to ereading. His focus in reading is leadership, management, and politics.