STEVE PARTELLO, J.D.

Federal Contracts Executive • Industrial Security & Export Controls • Advisory & Governance
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PROFESSIONAL SUMMARY

Juris Doctor and Senior Contracts executive with **25+ years** leading federal acquisition, industrial security, and export-control functions for major defense and advanced-technology organizations. Proven record negotiating and managing complex DoD and civilian programs with awards **exceeding $35 million**, sustaining **100% contract compliance**, and delivering above-plan profitability. **U.S. Government Top Secret** clearance holder and former **Facility Security Officer (FSO)** with command of FAR/DFARS, ITAR/EAR, NISPOM, and the full range of contract vehicles. Recognized with the L3Harris **Presidential Medal Award** for superior program execution and performance.

CORE COMPETENCIES

- Federal Acquisition & Contracting (FAR / DFARS)
- Industrial Security & NISPOM Compliance
- Export Controls (ITAR / EAR) — Empowered Official
- 25 Years of Complex Contract Negotiation Experience
- Proposal Development & Program Management
- Proven Senior Management Advisory
- Experience on wide range of vendor and procurement agreements, including OEM, technology services, contractor, channel marketing.
- Classified Program Support & FSO Leadership
- Contract : Cost-Type, FFP, T&M, IDIQ, OTA
- DoD & Civilian Agency Program Delivery
- Electronic Warfare & Countermeasure Programs
- Governance, Advisory & Team Leadership
- Collaborative problem-solving skills
- Relationships focus and cross-functional partners
- Significant outside counsel history

PROFESSIONAL EXPERIENCE

Founder & Principal Mar 2025 – Present
Partello Consulting LLC, *Nashua, NH · Hybrid*

- Provide strategic and tactical counsel on proposals, programs, and contracts, aligning acquisition strategy with client objectives across the U.S. Government and DoD ecosystem.
- Advise across the full range of contract types — **T&M, FFP, cost-type, and OTAs** — to maximize operational and pricing flexibility.
- Serve as primary interface for **classified program support**, and provide oversight as an **Export Controls Empowered Official** to ensure regulatory adherence.

Concurrent Advisory & Contract Engagements

- **US Operations Director — TangosAI, Tel Aviv, Israel** (Feb 2026 – Present): Direct U.S. operations for AI and quantum technologies supporting international investigatory products; expanding market presence across the U.S. and NATO.
- **Director, Contracts & Legal Operations — Engineering Consulting Center of Excellence (ECCoE)** (Nov 2025 – Present): Lead contracts and legal operations for an engineering organization focused on U.S. Naval technologies, driving proposals, compliance, and market expansion.
- **Advisory Board Member — SecureFi.AI** (Jun 2025 – Present): Provide legal guidance and strategic oversight of contractual policy, applying AI and quantum computing to safeguard international communications and protect sensitive information.

Senior Government Contracts Manager Jul 2023 – Nov 2025
Teledyne FLIR Systems, *Billerica, MA · On-site*

- Managed domestic and international government contracts and procurement for strategic defense initiatives, fostering compliance and efficiency in alignment with **DoD standards** and civilian-agency partnerships.
- Managed a team of four (4) individuals in Florida, Washington, Boston and London.
- Applied Juris Doctor expertise to contract administration, risk mitigation, and procurement discipline across the program portfolio.

Contract Manager Feb 2023 – Jul 2023
Draper Laboratory, *Cambridge, MA · Hybrid*

- Administered government contracts, procurement, and export operations for advanced national-security research programs.

Senior Manager, Contracts Sep 2004 – Dec 2022
L3Harris Technologies (formerly Harris Corporation) *Nashua, NH*

- Led the Nashua Law & Contracts function supporting **electronic warfare and countermeasure programs** for DoD and civilian agencies across an 18-year tenure and a named Key Management Personnel (KMP) member.
- Served as **Facility Security Officer (FSO)**, export-control agent, and purchasing agent, integrating **NISPOM** security standards with FAR/DFARS governance.
- Awarded the corporation's **Presidential Medal Award for Program Execution and Performance** in recognition of exceptional leadership and disciplined program delivery.

Senior Contracts Manager May 2001 – Sep 2004
BAE Systems *Hudson, NH*

- Negotiated and administered custom electronic-warfare countermeasure contracts for direct DoD and Intelligence customers and as a subcontractor to prime contractors.
- Prepared full contractual documentation — proposals, statements of work, terms & conditions, NDAs, and teaming agreements.
- Managed proposal teams winning multiple awards up to **$35 million**; sustained **100% contract compliance** with average profit exceeding **12%**.

Senior Contracts & Proposal Manager Jan 2000 – May 2001
PC Connection Sales Corp. *Merrimack, NH*

- Built the startup bid/proposal operation serving federal, state, local, corporate, and education markets, reporting to the VP of Federal Sales.
- Delivered **first-year revenue exceeding $40 million** and 60+ new accounts, many under exclusive supplier relationships; named **Sales Employee of the Year (2000)**.

Earlier Career: Contracts and operations roles at Digital Equipment Corporation (DEC) and Compaq, establishing a foundation in technology contracting, negotiation, and customer delivery.

EDUCATION

Juris Doctor (J.D.), 1990 – **1994**
Massachusetts School of Law — Andover, MA

Bachelor of Science, Business, Management & Marketing
Boston College — Carroll School of Management, Chestnut Hill, MA

CREDENTIALS, CLEARANCE & RECOGNITION

- **Security Clearance:** Active U.S. Government Department of Defense (DoD) Top Secret (TS) clearance.
- **Security Role:** Facility Security Officer (FSO) — NISPOM; Export Controls Empowered Official (ITAR/EAR).
- **Honors:** L3Harris **Presidential Medal Award** for Program Execution & Performance; PC Connection **Sales Employee of the Year** (2000).
- **Civic:** Justice of the Peace, State of New Hampshire.