



### **Biographical Statement**

Joel Horwitz is Vice President of Business Development with Master Key Consulting, responsible for developing and leading Capture Management and Business Development activities. With nearly 25 years of experience as an entrepreneur and as an executive building small and growing businesses, Mr. Horwitz has distinguished himself as an action oriented leader and strategist committed to corporate growth, organizational change and leading people. His guiding principles for ensuring long-term success are integrity, innovation, collaboration and an unwavering commitment to organizational mission.

Previously, as Director of Business Development with AEGIS.net, Inc., Mr. Horwitz built the business development infrastructure as well as oversaw all business development functions, resulting in a 275% increase in corporate revenues. As a Manager within the professional staffing industry, he generated an average of over \$3M in annual revenues, turning a break-even operation into a significant profit center. As founder of Creative Unlimited, Mr. Horwitz developed, executed and supported national and international marketing campaigns for his nationwide customer base.

Mr. Horwitz earned his B.A. from the University of Rhode Island and an MBA from Virginia Commonwealth University. He spent his junior year of college at the University of St. Andrews, Scotland, where he earned a Certificate of Merit from the Honors Program and was selected as a member of the Scottish National Universities Basketball Team. Mr. Horwitz is a graduate of the Center for Creative Leadership's, Strategic Leadership Program, and he is an ACT IAC Fellow.

Mr. Horwitz is married, has two beautiful daughters and lives in Fairfax, VA.