



## **Biographical Statement**

As Vice President and General Manager, Mr. Shen oversees all of Red Team Consulting's sales and consulting engagements for capture management and proposal development consulting services. Over the four years that Mr. Shen has been with Red Team Consulting, he has grown Red Team's client base from 10 to over 150 clients, expanded Red Team's client base to locations around the world, and grown company revenue over 500%.

Mr. Shen's distinguished career in sales, marketing, and services delivery spans information technology in both the public and private sectors. He previously acted as Vice President of Sales for EyakTek where he increased company revenue by nearly 300% within two years and drove the recognized revenues of the company to \$250M over a three year period.

Additionally, Mr. Shen ran consulting sales for GTSI where he built the consulting sales arm for GTSI from less than \$5M to over \$20M in less than two years. Prior to his success at GTSI, Mr. Shen managed delivery and sales teams for companies such as CSC and Xpedior where he built and strengthened partnerships, developed long term customer relationships, and managed high profile project engagements.

Mr. Shen is one of the original founders for the Bethesda Chapter's Young AFCEANs, and he is also an active member of IAC, APMP, AFFIRM, and various local AFCEA chapters. He has been a featured speaker at various summits and conferences in the past on topics such as Ebusiness, Federal Sales, and Acquisition Regulations.