

Adam Grant

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Profile

A seasoned and decorated veteran with over 15 years of experience in acquisition, venture capital, and entrepreneurial leadership. Having transitioned from military service, where I managed a \$1 Billion space portfolio, to a dynamic civilian career, I've leveraged my expertise to secure over \$10M in non-dilutive funding for defense startups as CEO of Aliquo Consultants. My career highlights include leading high-stakes projects, mentoring professionals in federal acquisition strategies, and driving high-growth startup investments. With a focus on risk management, strategic investment, and business development, I am eager to join a high-performing team where I can drive innovation, enhance value, and lead with integrity, service, and excellence.

Core Competencies

- **Acquisition Strategy & Contract Management:** Secured \$10M+ in government funding and managed a \$1B portfolio.
- **Venture Capital Investment:** Led \$20M+ in investments across eight startups, 20% portfolio value increase.
- **Leadership & Team Development:** Coached 16 professionals to a 100% certification rate.
- **Risk Assessment & Mitigation:** Developed risk management plans, enhancing business resilience.
- **Due Diligence & Deal Structuring:** Conducted comprehensive due diligence and negotiated \$9.9M government contracts.
- **Cross-functional collaboration:** Coordinated with inter-agency partners and led teams in high-pressure environments.
- **Business Development & Revenue Growth:** Helped startups secure funding and increased client revenue by 30%.
- **Innovation & Strategic Planning:** Hosted Space Force Pitch Day, awarded \$1M+ to startups.

Work Experience

08/2023 – present	<div>CEO Aliquo Consultants, LLC<ul style="list-style-type: none">• Secured over \$13M in government funding for defense startups.• Increased client revenue by 30% through strategic funding.• Advised aerospace and defense companies on DoD contracting strategies.• 90% success rate in securing government contracts for clients leveraging innovative methods.</div>
03/2023 – 10/2024	<div>DOI Acquisition Career Coach IMSolutions, LLC<ul style="list-style-type: none">• Developed and implemented the Acquisition Passport Training Program, achieving a 100% Certified Contract Manager Certification rate.• Enhanced acquisition skills for 16 professionals, leading to a 50% faster contract negotiation process.• Established an apprenticeship program in a critically manned career field, pairing entry-level with seasoned professionals.</div>
07/2021 – 02/2023	<div>Investment Principal Overlooked Ventures<ul style="list-style-type: none">• Led investments over \$20M across eight high-growth startups in technology and healthcare.• Increased portfolio value by 20% within 12 months, attracted first institutional investor.• Cultivated relationships with entrepreneurs, VCs, and investment bankers.</div>

Work Experience

07/2021 – 01/2022

Investment/Business Development Associate The Outpost/Outpost Ventures

- Conducted due diligence, financial analysis, and crafted pricing models to evaluate new investment opportunities.
- Managed 4 small business accounts, raising \$6M+ for accounts in first 6 months.
- Structured deals valued at \$5M, ensuring optimal outcomes for portfolio companies.

08/2008 – 10/2022

Contracting Officer/Officer in Charge United States Air Force

- Managed a \$1 Billion Space Portfolio, ensuring support for national space activities.
- Facilitated \$1M+ in startup awards and reduced contract negotiation time by 30%.
- Led the first Space Force Pitch Day and sourced innovative solutions for the Space Force Innovation Beta Lab.
- Brokered a \$9.9M contract, increasing life-saving capability by 35%.
- Oversaw a team of 550 during the COVID-19 response, demonstrating exceptional leadership in high-stakes environments.

Education

New York, United States

Enterprise Risk Management | Masters of Science Columbia University in the City of New York

Tucson, United States

Intelligence Studies | Bachelors of Applied Science University of Arizona

Montgomery, United States

Mass Communications | Associates of Applied Science Community College of the Air Force

Certificates

DAWIA Level II Contract Certification Department of Defense

Warranted Contracting Officer Department of Defense