



Linda Hillmer
President and CEO

Linda Hillmer founded the company in 2001 after more than a decade of service in the federal government, including leadership positions in acquisition and contracts management as well as strategic communications for civilian agencies, military commands, and major weapons systems. She began her career at the Voice of America, and later joined the Naval Air Systems Command as a contracting intern, and ultimately led outreach and government communications efforts for the Defense Contract Management Command, now the Defense Contract Management Agency. She has also worked in various communications positions of increasing responsibility for the Defense Logistics Agency, the U.S. Customs Service, American Management Systems, and the Uniformed Services University of the Health Sciences. Today, Linda directs the efforts of a dedicated, creative team of communications professionals, program managers and IT experts to fulfill Hillmer's mission: to deliver highly effective, innovative solutions that inspire participation, drive success and provide measurable results.

While sharpening her marketing and communications acumen and gaining expertise in the procurement and acquisition arenas, Linda recognized an emerging need in government for a new kind of consultancy, one that could extract and combine best practices from seemingly disparate professional disciplines, to more effectively advance programs.

Under Linda's leadership, Hillmer is that new kind of consultancy. Linda's strength is in assembling the best team for the challenge—leveraging the right mix of strategic communications, program management, and technological savvy—to create and implement plans that engage stakeholders and produce results. She is a sought-after speaker whose industry credentials make her widely recognized as a small business federal acquisition expert, so respected that she has provided testimony to Congress regarding the role and challenges faced by small businesses in the defense acquisition life cycle. Her knowledge of government acquisition policies coupled with her small business expertise and passion for engaging target audiences in developing solutions to government challenges help Hillmer's clients accomplish their goals.

A Phi Beta Kappa, Linda graduated cum laude from the University of Maryland with a bachelor of arts in Radio/Television/Film Production. A recipient of the Department of Defense Superior Civilian Service Award Medal, she is a member of several professional organizations, including the National Contract Management Association, and is chair of the National Defense Industrial Association's Small Business Division.