

# ***Ernesto H. Bent Jr.***

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## **PROFESSIONAL SUMMARY**

Government contracting executive with 25 years of experience securing over \$100M in federal contracts and leading \$250M in Air Force real estate development. Expert in federal procurement, strategic planning, and business development, helping organizations navigate government contracting to drive revenue and long-term success. Skilled in proposal writing, contract negotiations, and regulatory compliance, with a proven record of optimizing processes for cost savings and efficiency. Adept at building partnerships with federal agencies, industry stakeholders, and executive leaders to create winning strategies in government procurement.

## **KEY ACCOMPLISHMENTS**

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- ✓ Source Selection expert for \$100M+ in federal contracts, driving business growth and expanding government partnerships.
- ✓ Spearheaded \$250M in real estate development for the U.S. Air Force, ensuring mission-critical infrastructure.
- ✓ Optimized procurement processes, resulting in \$1.1M in cost savings through improved contract management strategies.
- ✓ Led a team to develop an Air Force Real Property SharePoint site, enhancing project tracking and communication.

## **WORK EXPERIENCE**

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*UNITED STATES AIR FORCE, Air Force Civil Engineer Center, San Antonio, Texas*      June 2006 – March 2025  
*Real Estate Program Manager (GS-13, with Secret Security Clearance)*

- Led and managed Enhanced Use Lease (EUL) real estate projects, serving as a Subject Matter Expert (SME) on \$100M real estate, housing and utility contracts.
- Developed and maintained relationships with federal agencies and stakeholders to enhance partnership opportunities.
- Spearheaded strategic policy and contract negotiations, optimizing cost structures and reducing inefficiencies.
- Led process improvement initiatives that resulted in a \$1.1M cost reduction for federal real estate programs.
- Managed a \$2.4M budget for real estate services, ensuring compliance and operational effectiveness.
- Conducted market research and opportunity assessments to identify high-value government contracts aligned with organizational capabilities.
- Developed and executed capture management plans, leading to successful bids on multi-million-dollar federal projects.
- Established and nurtured strategic partnerships with prime contractors, subcontractors, and government agencies to strengthen competitive positioning.
- Led proposal development efforts, ensuring compliance with federal requirements and optimizing bid success rates.
- Provided executive-level guidance on federal procurement trends, set-aside programs, and regulatory changes impacting business growth.
- Managed full-cycle business development efforts, from identifying leads and qualifying opportunities to contract execution and performance monitoring.
- Delivered targeted presentations and briefings to C-level executives, government officials, and stakeholders to drive business engagement.
- Served as Real Estate Advisor for NATO at Resolute Support (RS) Headquarters in Kabul, Afghanistan, managing real estate transactions across 22 NATO bases.
- Coordinated multinational real estate efforts, ensuring compliance with international agreements and supporting coalition operations, and managed cross-functional teams to address complex real estate and infrastructure challenges in conflict zones.
- Negotiated and executed real estate agreements critical to military and diplomatic operations in a high-risk environment.
- Provided strategic guidance on asset management for NATO forces, overseeing the acquisition, utilization, and disposal of real property assets.
- Led project management efforts for military infrastructure initiatives, overseeing timelines, budgets, and stakeholder communications.
- Directed large-scale real estate and facilities projects for the U.S. Air Force, ensuring efficient allocation of resources and compliance with federal regulations.
- Applied project management methodologies to enhance efficiency in contract execution, reducing operational bottlenecks and improving stakeholder coordination.

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**EDUCATION**

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- PMP Candidate
- MA, Leadership and Management, Webster University, San Antonio, TX December 2018
- BBA, Finance, University of Texas at San Antonio, Texas May 2002

**SKILLS**

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- ✓ Government Contracting & Acquisition – FAR Compliance, Source Selection, Proposal Writing
- ✓ Business Development & Strategy – Capture Management, Stakeholder Engagement, Contract Negotiations
- ✓ Technology & Tools – Microsoft Office Suite, AI & Digital Transformation, Financial Modeling