

Jake Peery, PMP

Business Development | Capture Strategy | Strategic Partnerships

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Professional Summary

Mission-driven BD and operations leader with 7+ years building the structured, accountable systems that fast-moving teams rely on to track opportunities, manage capture lifecycles, and coordinate cross-functional execution. I bring a unique blend of ecosystem development, programmatic rigor, and founder-level execution horsepower — from positioning a multi-subsidary engineering firm within the Capital Factory portfolio to supporting early-stage teams with BD pipeline structure, CRM integrity, partner engagement, and capture readiness. I have also led capture strategy for AFWERX SBIR/STTR opportunities, guiding teaming alignment, technical positioning, and proposal development for dual-use technology teams.

As an Executive Council Member for AIAA Houston, I lead strategic partnerships, cross-promotional event coordination, and major chapter involvement in ASCENDxTX 27 and SHOP 27, strengthening collaboration across NASA JSC, Axiom Space, Intuitive Machines, Aegis Aerospace, Oceaneering, and Houston's broader aerospace community. I thrive in ambiguity, build clarity through disciplined processes, and operate as the connective tissue between BD, Sales, Government Relations, Legal, and technical teams to ensure opportunities move forward with rigor, visibility, and momentum.

Core Competencies

Capture & Pipeline Operations

- End-to-end BD pipeline ownership across all capture phases
- Opportunity lifecycle tracking (signal → qualification → capture → operationalization)
- CRM configuration, data integrity, revision control, and reporting cadence
- Pipeline dashboards, leadership reporting, and decision-gate preparation
- Programmatic management of customer documentation (RFIs, RFPs, tenders, deliverables)

Operational Rigor & Execution Discipline

- SOP, template, and playbook development for BD processes
- High-complexity systems building (Excel automation, Jira workflows, MRP/ERP alignment)
- Structured reporting, traceability, and revision-controlled documentation

Cross-Functional Coordination

- Structured handoffs across BD, Sales, Government Relations, Legal, and business units
- High-EQ collaboration across technical and non-technical teams
- Stakeholder alignment, meeting readiness, and milestone tracking
- Partner communication cadence, status reporting, and risk/threat escalation
- Early-stage technology alignment and ecosystem relationship development

Project & Program Management

- PMP-certified project leadership
- Hybrid, Agile, and traditional operations
- Critical path analysis, risk mitigation, and issue escalation
- Workflow optimization, process design, and operational framework development

Aerospace & Ecosystem Engagement

AIAA Houston Section — Community & Partnerships

Aug 2026 - Present

External Partnerships Lead

- Lead strategic partnerships and cross-promotional event coordination with companies and professional organizations to expand chapter reach and collaboration.
- Support initiatives that connect startups, engineers, NASA professionals, and Houston-based aerospace companies.
- Contribute to programming that strengthens regional collaboration and highlights emerging technology alignment opportunities.

Professional Experience

Consultant – BD Operations, Capture Support, & Ecosystem Strategy

Apr 2026 - Present

Self-Employed

Houston, TX

Provide BD-aligned operational structure, pipeline discipline, and cross-functional coordination for aerospace-adjacent teams while supporting founders with opportunity tracking, partner engagement, and capture readiness across the Houston and Austin ecosystems.

- Build BD-aligned operational systems: pipeline tracking, CRM rigor, reporting cadences, and structured stakeholder handoffs.
- Support founders and early-stage teams with opportunity qualification, partner engagement, and capture readiness.
- Maintain active relationships across Houston's Aerospace sector.
- Translate engineering/manufacturing workflow experience into structured BD capture processes.

Co-Founder & Director of Operations & Partnerships

Mar 2019 – April 2026

Mammen & Peery Corp — A Capital Factory Portfolio Company

Austin, TX

Built and led the operational backbone for a multi-subsidiary engineering firm, creating structured systems for workflow traceability, cross-functional alignment, and disciplined program delivery across complex technical projects.

- Secured \$1.5M in seed funding through strategic partnership development, structured capture preparation, and coordinated multi-stakeholder engagement.
- Built and maintained complex operational systems that mirror BD pipeline rigor: traceability, revision control, cross-functional visibility, and milestone tracking.
- Coordinated multi-stakeholder workflows across engineering, procurement, manufacturing, and external partners — analogous to BD/Sales/GovRel/Legal handoffs.
- Managed programmatic elements of customer engagements: documentation, deliverables, risk tracking, and communication cadence.
- Developed SOPs, templates, and operational frameworks that improved throughput and reduced bottlenecks.

Founder & Operations Manager

Oct 2018 – Mar 2019

Pellets & Patience BBQ

Austin, TX

- Managed procurement, inventory, vendor relationships, and production workflows.
- Built operational processes supporting rapid scaling and consistent delivery.

Education & Certifications

Master of Business Administration

Aug 2014 – May 2016

St. Edward's University

Austin, TX

Project Management Professional (PMP)

Certified Aug 2024

Project Management Institute

Professional Organizations

AIAA

Apr 2026 – Present

Executive Council Member - Houston Section

PMI

Oct 2025 – Present

Member

Technical Tools

CRM Systems (HubSpot, Salesforce) • Jira • ERP/MRP/MES • Advanced Excel (multi-sheet logic, automated systems) • SOP & template development • Pipeline dashboards • Risk registers • Agile, Traditional, & Hybrid PM

References available upon request | Work portfolios can be found on my website