

## **Justin M. Rhim - Professional Bio**

### **Professional Summary**

Justin M. Rhim is an accomplished professional with extensive experience in procurement, vendor management, financial consulting, and business analytics. Based in Bowie, MD, Justin has built a robust career by leading complex projects, managing large-scale procurement operations, and driving sustainable business practices. His strong analytical skills, strategic mindset, and commitment to operational excellence have made him a valuable asset in various industries, including government contracting, healthcare, finance, and hospitality. Justin graduated Magna Cum Laude from Morehouse College in Atlanta, Georgia, in 2014, majoring in Finance on a full academic scholarship.

### **Career Highlights**

Justin began his career at Voya Financial, where he educated DC Government employees about their 401(a) Retirement plans and secured his Series 7 Financial Representative license in 2015.

He then joined MGM Resorts International – Regional Operations as a Financial Analyst, quickly rising to Data Analytics Analyst, focusing on visual analytics using tools like SAS, Cognos BI, and Tableau. He contributed significantly to the financial reporting for MGM Springfield and MGM National Harbor, where he was promoted to Assistant Manager of Purchasing Compliance. In this role, he developed an analytical tracking tool for vendor spend and managed vendor outreach sessions, exceeding state and county diverse spend goals annually.

In 2019, Justin founded JR Professional Services, providing consulting for small businesses. As Chief Operating Officer of Gray Enterprises Plus, Inc., he led significant procurement projects, including a \$12 million Isolation Gown contract with the Department of Veterans Affairs during the COVID-19 pandemic. He also secured contracts for Nitrile Gloves and COVID-19 Rapid Antigen Test Kits for the Department of Veterans Affairs and COSTAR, respectively.

In 2021, he joined Aligned Development Strategies, Inc., managing contracts such as USVI Cost Report Analysis and MedStar Family Choice MCO. He also secured contracts with HUD and partnerships with SAIC and Accenture.

### **Skills and Certifications**

- Procurement and Vendor Management
- Financial Analysis and Consulting
- Business Analytics and Data Management
- AI Machine Learning/Deep Learning
- Microsoft Office Proficiency
- ECBA, CCBA, and CBAP endorsed Business Analyst Professional
- Series 7 Financial Representative

**Professional Approach**

Justin is known for his strategic approach to business development and organization management. He excels in establishing and nurturing strategic partnerships that drive business growth. His attention to detail ensures high-quality deliverables and reliable performance. Justin's ability to quickly learn and adapt to new software and tools, combined with his strategic thinking and problem-solving skills, makes him an effective leader in various projects. He is adept at creating detailed documentation, organizing stakeholder meetings, and leading user acceptance testing sessions. His strong time-management and organizational skills enable him to meet established deadlines and handle multiple customer service demands with excellence.

**Personal Commitment**

Justin is dedicated to promoting operational excellence and sustainable growth. He engages effectively with C-Level executives and stakeholders to drive competitive advantage and strategic sourcing initiatives. His strong time-management and organizational skills enable him to meet established deadlines and handle multiple customer service demands with excellence.

**Contact Information**

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