

David Bautista

(202) 420 8289 | db@DBautista.info | [LinkedIn](#)

SUMMARY

Seasoned professional with 16 years of outstanding service in Special Operations, Research and Development, training, and military aviation. Known for cultivating and nurturing relationships at all levels with a high degree of influence. Demonstrates exceptional leadership capabilities, underpinned by an unwavering commitment to excellence. Self-motivated, articulate, and adept at navigating complex situations with precision. Possesses a strong sense of adaptability and unwavering trust, consistently performing at peak levels within both independent and team settings. Recognized for building cohesive teams and adeptly solving challenges in high-pressure environments.

EXPERIENCE

Cisco

Feb 2024 – Present. Cisco Military in Sales and Leadership (MISL) Intern - Received mentorship and guidance from experienced sales professionals to develop understanding of sales techniques, customer relationship management, and business development.

- Shadowed sales professionals during client meetings, sales calls, and negotiations to learn about the sales process firsthand.
- Learned about Cisco's products, solutions, and services to effectively communicate their features and benefits to potential customers.
- Analyzed sales data and performance metrics to identify trends, opportunities, and areas for improvement.
- Collaborated with cross-functional teams including marketing, product management, and customer support to ensure seamless customer experiences.
- Contributed ideas and insights to help drive sales strategies, campaigns, and initiatives.

US Army: April 2008 – Present

Feb 2023 – Present. Cross-functional Project Manager – Centered on spearheading the development, oversight, and consultation of operations and best practices for the establishment of the Digital Signature Management Operations Center.

- Spearheaded the acquisition process for a new offsite facility, resulting in significant cost savings while meeting strategic objectives and enabling desired projection.
- Led the research and development efforts during a nationwide threat mitigation project, identifying actionable options for implementation.
- Facilitated collaboration among diverse agencies and units throughout the Research, Development, Testing, and Evaluation (RDT&E) phase of a threat mitigation initiative, ensuring comprehensive awareness of capabilities among all stakeholders.

Feb 2021 – Feb 2023. Selection and Training Program Manager – Charged with guiding and instructing new personnel throughout the comprehensive 12-month onboarding period. Revamping and reinforcing existing Information Systems and Technology protocols. Liaising with governmental authorities and law enforcement agencies across the contiguous United States.

- Responsible for developing, implementing, and sustaining a Program of Instruction over a 12-month Training Course; Optimized training expenditures, enabling fund redistribution to essential areas.
- Facilitated strategic engagement with one commercial partner and eight adjacent units, fostering robust relationships and facilitating knowledge transfer to new hires.
- Provided strategic counsel to multiple Law Enforcement agencies regarding the integration of ATAK and connectivity standards, cultivating effective partnerships and ensuring seamless interoperability.
- Conducted comprehensive training sessions for 43 new hires, focusing on RF, Special Communications, and Nonstandard Communications deployment techniques and best practices.

Sept 2018 – Feb 2021. C5ISR Team Lead – Led and supervised a team of 9 subordinates while geographically separated across multiple continents. Managed the day-to-day operational IT and C5ISR systems, including all

communications suites valued at an excess of 15 million dollars. Assigned tasks for deployment, installation, operation, and maintenance of a highly resilient and robust network architecture. This architecture encompassed mobile and fixed regional network enclaves, incorporating edge systems, to facilitate critical mission applications and data services supporting military forces engaged in austere ground, air, and maritime operations.

- Led the acquisition, configuration, and deployment of a WaveRelay (Persistent Systems) Server for operations, facilitating seamless real-time communication channels including Voice, Position Location Information (PLI), Chat, and Video transmission between air, ground, and marine units worldwide.
- Engaged in high-level discussions with the CEO of a specialized technical capabilities firm, presenting and elucidating use cases for the next generation of communication devices.
- Directed the development of a rotary wing-capable Roll-on/Roll-off All-Terrain Vehicle (ATV) equipped with RF SATCOM, LOS, MANET, and SHF connectivity, ensuring sustained operation in austere environments for a minimum of eight hours. This solution facilitated SIPR Voice communication and real-time Video Feeds, enabling timely decision-making.
- Delivered strategic support to individual contributors across 8 countries, orchestrating the deployment of swift and redundant communication systems customized for seamless air, land, and sea connectivity amidst active combat operations.

May 2016 – Sept 2018. Information Systems Technician – Managed the day-to-day operational IT and C5ISR systems, including a communication suite valued at over 3 million dollars, while overseeing task assignments for deployment, installation, operation, and maintenance. Orchestrated a highly resilient and robust network architecture comprising mobile and fixed regional network enclaves, along with edge systems. This infrastructure facilitated critical mission applications and data services, supporting military forces engaged in austere ground, air, and maritime operations.

- Independently conducted research, coordinated logistics, and facilitated the construction of a command-and-control facility in a forward deployed austere environment.
- Acquired, installed, and operated an intelligence surveillance and reconnaissance sensor on a rotary wing aircraft for a no-notice presidential-directed deployment.
- Collaborated with multiple other government organizations to equip multiple fixed-wing aircraft with electronic warfare suites, thereby pioneering a novel capability for the Geographic Combatant Commanders.

EDUCATION

- University of Charleston, WV,
Bachelors, Cyber Security, Minor, Organizational Leader
Currently Enrolled; projected 2025 graduation
- Fayetteville Technical Community College, NC
Associates, General Education
Graduated Dec 2022; 4.0 GPA.
Highest Honors

CERTIFICATIONS

- Cisco Certified Network Associate Routing and Switching
- Comptia Sec+
- Comptia Net+
- Federal Communication Commission's Commercial Operator License, Ship Radar Endorsement

SKILLS

SHF Satcom (Tampa Microwave, Ovzon, Starlink, etc.)
Tactical Edge Systems (Klas, Cisco, Pacstar)
ISR
Radios (Thales, Harris)
MANET (Persistent Systems, Trellisware, Silvus)
Special Communications
Non-Standard Communications

Florida House of Representatives

Representative Danny Alvarez

District 69

District Office:
6152 Delancey Station Street
Riverview, FL 33578-4206
(813) 657-1119
Danny.Alvarez@MyFloridaHouse.Gov



Tallahassee Office:
209 House Office Building
402 South Monroe Street
Tallahassee, FL 32399-1300
(850) 717-5069

April 4, 2024

To Whom It May Concern,

I am writing this letter of recommendation on behalf of David Bautista, who is applying for a cybersecurity sales role at Cisco. As a Retired Army Veteran and a member of the District 69 Florida House of Representatives, I have had the pleasure of knowing David both personally and professionally.

David's background reflects his dedication, discipline, and commitment to all things. His military experience, coupled with his strong work ethic, problem solving and leadership skills, makes him an exceptional candidate for any role he pursues.

In his time serving our country, David has demonstrated resilience, adaptability, and the ability to thrive in high-pressure and fast paced environments. These are qualities which will prove invaluable in his next endeavor.

As the Republican Committee Whip for the State Affairs Committee and a member of the Energy, Communications & Cybersecurity Subcommittee, I understand the importance of having individuals like David who possess a deep understanding of cybersecurity issues and solutions.

David's passion for cybersecurity, combined with his technical expertise, makes him an ideal candidate for the role at Cisco. He has a proven track record of building strong relationships and delivering results.

I have no doubt that David will excel in this role and make significant contributions to Cisco's cybersecurity sales team. He has my highest recommendation, and I am confident that he will continue to represent himself, his fellow veterans, and our community with honor and distinction.

Please do not hesitate to contact me if you require any further information regarding David Bautista or his qualifications.

Sincerely,

A handwritten signature in black ink, appearing to read "Danny Alvarez".

Daniel Antonio "Danny" Alvarez
District 69 Florida House of Representatives

Committees:

*State Affairs Committee – Republican Committee Whip
Select Committee on Health Innovation; Way & Means Committee; Agriculture, Conservation & Resiliency Subcommittee;
Education Quality Subcommittee; Energy, Communications & Cybersecurity Subcommittee; PreK-12 Appropriations
Subcommittee*



STATE OF FLORIDA DIVISION OF EMERGENCY MANAGEMENT



Ron DeSantis, Governor

Kevin Guthrie, Executive Director

April 19, 2024

To Whom It May Concern,

I am writing this letter to document a positive working experience I recently had with David Bautista, who I understand is transitioning from the armed services to civilian work opportunities. I had the good fortune to be connected with David a few weeks ago, and I am pleased to report his assistance was timely, helpful, and professional.

I was connected with David through a mutual acquaintance while coordinating an extremely time-sensitive and high-stakes operation on behalf of the citizens of Florida. The Division required urgent assistance from the Department of State, and David's well-placed network proved invaluable. Thanks to his efforts, we were able to establish a direct connection with the Consulate Affairs Office, jumping several levels of DC bureaucracy. David's assistance allowed us to expedite the answers we needed from the State Department to help our team quickly decide how to proceed.

In my role as the Chief of Staff at the Division of Emergency Management, I understand the impact individuals like David can have when they combine strong problem-solving skills with their well-placed networks.

I'm appreciative of David's efforts on behalf of the Division of Emergency Management and the State of Florida, and am pleased to report to any potential employer that I found him to be professional and decisive in our interactions.

Sincerely,

Luke Strickland
Chief of Staff
Florida Division of Emergency Management

DIVISION HEADQUARTERS
2555 Shumard Oak Boulevard
Tallahassee, FL 32399-2100

Telephone: 850-815-4000
www.FloridaDisaster.org

STATE LOGISTICS RESPONSE CENTER
2702 Directors Row
Orlando, FL 32809-5631