



Jill Meyer
Senior Vice President
Ecosystem Science and Management



Overview

- My path
- Government Contracting
- Success Skills
- Take aways
- Questions

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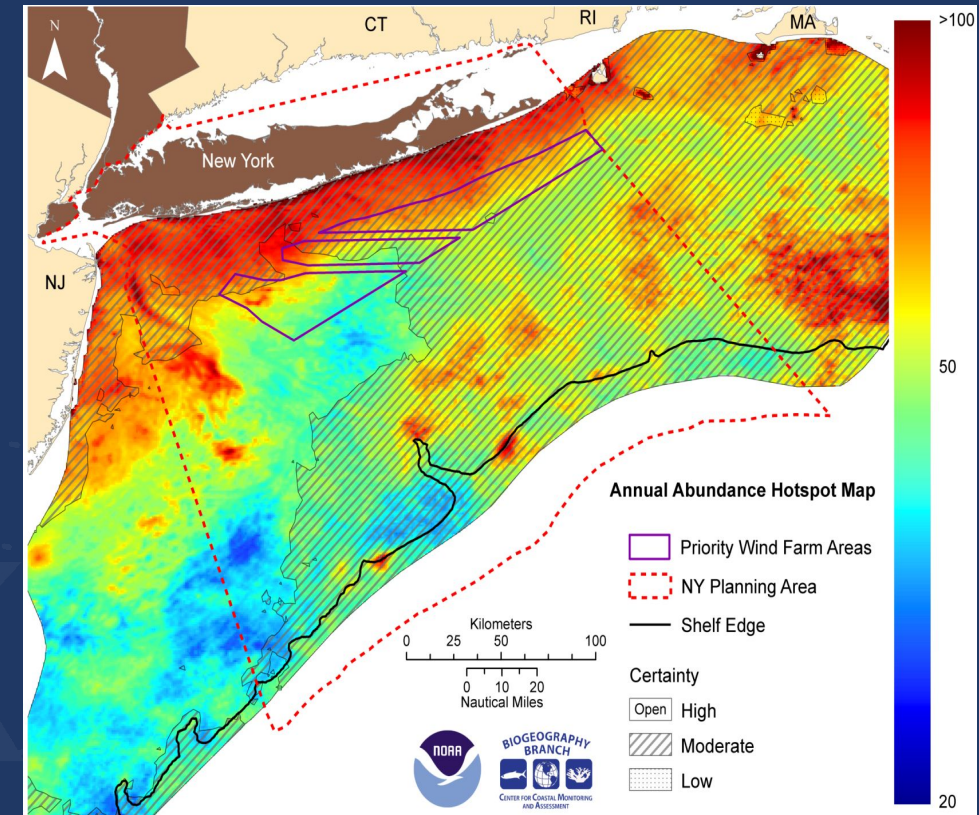
Early

- HS, Environmental Chemistry, BS Biology/Minor Spanish
- Love of science, field work, environmental advocacy (generalist)
- Water Resources Chemistry Lab Technician/Intern*
- Study-abroad then research assistant
 - 2 years Costa Rica*
- Graduate School



Graduate School

- VIMS strong science curriculum with a Resource Management and Policy focus
- Gained skills (GIS, Wetland Delineation, scientific writing, statistics, etc.)
- Considered teaching, Non-profit advocacy work, working abroad
- Knauss Sea Grant Fellowship*



Post Grad - Mid Career

Knauss SeaGrant Fellow



**Technical Support Federal Projects
(contract employee)**

Coral Reef Conservation
Pacific Island's Response
Communications/Outreach Planning
Coastal Ocean Science Planning
Arctic Safety
Spill Response



Mid-Career and Beyond

Project Manager*



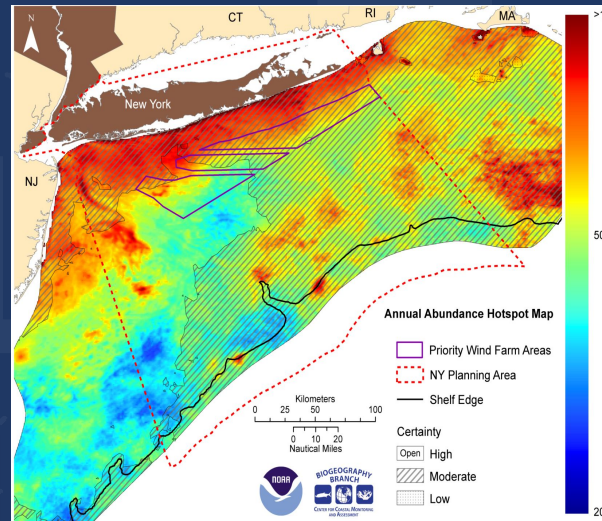
Program Director



Vice President



Senior Vice
President



Lynker

Bureau of Ocean Energy Management (BOEM)
Fishing Industry Spatial Needs Analysis – Mid-Atlantic Bight



Assessing Ecological and Economic Effects of
Derelict Fishing Gear: a Guiding Framework

Government Contracting Context

- Most Federal Government agencies secure contract support (on-site and/or off-site)
- Job security- 3 companies in 23 years, never at risk
- Much opportunity for growth and new challenges
- Range of company sizes and locations- less than 10 to several 1,000 employees
- Employment locations across the country



Pros Government Contracting

- Opportunities across many disciplines and education levels
- Flexibility, room for creativity, growth potential
- Direct employment with full benefits



Cons Government Contracting

- **Contracts may change companies every 3-5 years**
- **Some companies are not employee focused**
- **Low win rate on proposal submissions (lots of work for little return)**
- **Sense of inequality when working on site with Federal employees**

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Success Skills- Management Track

- Strong Technical background, multi-disciplinary
- Good business instincts
- Ability to multitask and highly organized
- Excellent communications skills
- Adaptable management and leadership style
- Natural mentor and ability to motivate staff
- Creative problem –solver
- Ability to keep everyone “happy” and read people’s minds!!!

Take Aways

- Be open to opportunities
- Let go of perfection
- Find your professional “friends” group.
- Consistently hone your communication skills
- Maintain a core focus on what you love- your motivation
- Be open minded, curious, approachable, “be yourself”
- Recognize when a position/project is not a good fit and be brave
- Build an inspirational network

QUESTIONS/ DISCUSSION

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