

## MEET OUR SCORE MENTORS



**DELAINE RUSSELL** recently retired after 14 years with Gartner, Inc., the world's largest information technology research company. At Gartner, he held the position of Vice President and Managing Partner, with a focus on federal and defense contracting. Prior to Gartner, Mr. Russell was a Division Vice President at SAIC, responsible for healthcare divisions that included provider, payer and pharmaceutical organizations. At SAIC, he helped develop the "Mentor-Protege" program. Before SAIC, Mr. Russell was part of a startup company Quantum Health Resources, which went public and was ultimately sold. He worked to successfully raise venture capital with startup companies, from concept to exit strategy. Mr. Russell has a Bachelor of Arts degree in Education and a Master of Education (Guidance and Counseling) from Missouri State University.



**BILL DROHAN** is an advisory board member of the Fairfax County Economic Advisory Commission and Managing Director of Southeastern Capital Investment Holdings, LLC, a real estate development and investment firm. He is a member of the Gap Investment Advisory Committee at the Center for Innovative Technology (CIT) and an active angel investor and advisor. Mr. Drohan founded the Drohan Management Group, Inc. (DMG), a Reston-based association management and consulting firm. Over three decades, he grew the company to 75 employees servicing more than 30 clients, before selling DMG to Striker Capital Partners. DMG has since been merged into Virtual, Inc. one of the largest association management companies in the industry. Mr. Drohan also was a founding director and served as Chairman of the Board of Alliance Bank in Chantilly, Va.



**GOPI GOPINATH** brings a diverse background in marketing, sales, business strategy, finance, operations, IT product development and product management. He has worked for 25+ years in global technology companies such as AT&T, Sprint and Orange. Mr. Gopinath has led multiple organizations with revenues in excess of \$100 million for more than 15 years in Belgium, India, the U.S. and Hong Kong. He has earned two graduate degrees—a Master's in Mechanical Engineering from the University of Iowa and an MBA from The Wharton School of the University of Pennsylvania. Mr. Gopinath lives in Fairfax County with his wife.



**LEN JOHNSON** brings 40 years of business expertise in government contracting, marketing, advertising, media, communications, public relations, creative services and consulting. He grew a three-person graphic design studio into JDG Communications—an integrated marketing communications firm with 15 employees—before selling it in 2009. "When I sold my business," says Mr. Johnson, "I benefited from the advice of a SCORE counselor who helped frame the financial details of the transaction. I chose to volunteer as a mentor to experience the joy of seeing other entrepreneurs succeed." This hands-on management experience and knowledge of marketing, business development and sales is the foundation for his mentoring advice. His mantra is: "I will be your biggest cheerleader and your hardest task master."



**MARK NOVICK** owned and operated a chain of automotive parts and paint stores (plus an automotive machine shop) in the Shenandoah Valley, as well as Leesburg and Purcellville (Virginia) for 25 years. When he sold this business to a company with a national footprint, he handled sales and operations (and acquisitions) for 35 stores east of the Mississippi, as well as Texas, Arizona and Ontario, Canada. Before retiring, he was vice president of field audit and implementation for all 175 Stores in the company. Mr. Novick graduated from Ithaca College (New York) with a Bachelor of Science degree in Business Administration.



**KRISTIN SHARPE** was founder and president of an IT services consultancy that she grew into a professional services firm with a nationwide presence. Her company specialized in implementing cloud technologies to many of the nation's top colleges, universities and nonprofits. After 14 years, she sold her company to a larger consulting firm. Ms. Sharpe works with clients to help them plan, start, operate, grow and sell their businesses. She provides guidance in how to develop a value proposition and business plan; close critical first clients; understand financials and build financial success; build an effective team and grow a business through marketing, alliances and partnerships; as well as pre-acquisition planning and preparation and post-acquisition stewardships.

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