



# Position Brief President & CEO Professional Services Council

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# About The Organization

The Professional Services Council (PSC) is the voice of the government technology and professional services industry, representing the full range and diversity of the government services sector. PSC is the most respected industry leader on legislative and regulatory issues related to government acquisition, business and technology.

PSC helps shape public policy, leads strategic coalitions, and works to build consensus between government and industry. PSC's more than 370 member companies represent small, medium, and large businesses that provide federal agencies with services of all kinds, including information technology, engineering, logistics, facilities management, operations and maintenance, consulting, international development, scientific, social, environmental services, and more. Together, the trade association's members employ hundreds of thousands of Americans in all 50 states.

PSC's committees and task forces serve as a gateway for PSC to communicate with its members on policy issues, provide a forum for members to interact with key acquisition and procurement policy government professionals, and offer regular opportunities for networking.

Through more than a dozen policy committees and customer-focused task forces, PSC's members are the intellectual capital and driving force behind everything the association does. Committees and task forces meet regularly to discuss and develop positions and strategic plans related to issues affecting the government services community. These meetings allow members to interact and engage with colleagues, agency officials and Congressional staff.

Members get involved because they recognize the importance of their PSC membership investment. They set the association agenda, work to rapidly address the many challenges facing the industry, and work collaboratively with the government customer base on innovative strategies and best business practices.

PSC brings clarity and thoughtfulness to overcoming the barriers of a productive government/industry partnership. As the premier trade association serving the federal professional and technical services industry, PSC provides policy leadership, and business intelligence and networking opportunities to help its members effectively navigate a complex and ever-changing policy-driven environment.

PSC's mission is simple and focused: to provide unparalleled value to its members by being the leading advocate and resource for the federal professional and technical services industry.



# The Position

## Overview

The Professional Services Council (PSC) is seeking a dynamic and visionary President and CEO to lead the premier trade association representing the government technology and professional services industry. This role offers a unique opportunity to shape the future of government contracting and drive innovation in the public sector.

The President and CEO will serve as the chief advocate and strategist for PSC's diverse membership of over 370 companies, ranging from small businesses to industry giants. This leader will be responsible for advancing the interests of an industry that employs hundreds of thousands of Americans across all 50 states, providing critical services to federal agencies in areas such as information technology, engineering, logistics, and international development.

## Key Responsibilities

### Advocacy and Policy Leadership

- Spearhead PSC's advocacy efforts on Capitol Hill and with the Administration, developing bipartisan strategies to achieve policy objectives crucial to the industry.
- Anticipate and proactively address political, social, and economic issues affecting the government technology and professional services sector.
- Serve as the industry's chief spokesperson, representing PSC before Congress, regulatory agencies, the media, and other public forums.

### Member Engagement and Growth

- Create a compelling agenda that attracts senior leaders from member companies and sustains their involvement.
- Balance the diverse needs of PSC's membership, including large, medium, and small businesses.
- Drive strategic growth by recruiting new members and ensuring high member satisfaction and retention.
- Collaborate with association and nonprofit executives and other thought leaders, to build coalitions on key issues.

### Organizational Leadership

- Oversee PSC's operations, modernizing processes and pursuing innovative branding and marketing initiatives.
- Develop and manage the annual operating budget, ensuring fiscal discipline and alignment of resources with priorities.
- Foster a culture of collaboration and innovation within PSC, empowering staff and cultivating talent.



# The Candidate

The successful candidate for the President and CEO position at the Professional Services Council will be a visionary leader with a proven track record of excellence in the government technology and professional services industry. This individual should possess:

## Industry Expertise

- At least 15 years of senior executive-level experience, preferably in government contracting, procurement, and/or acquisition management.
- A deep understanding of technology trends and their impact on the industry, including emerging technologies like artificial intelligence and cybersecurity.
- Demonstrated ability to navigate the complex landscape of government contracting and modernize organizational operations.

## Leadership and Communication Skills

- Sophisticated interpersonal skills and executive presence (gravitas) within the government/professional services community.
- Strong public speaking and communication abilities, capable of effectively representing the industry to diverse stakeholders.
- A track record of working across party lines and implementing bipartisan approaches to achieve policy objectives.

## Strategic Thinking and Advocacy

- Proven ability to anticipate political, social, and economic issues affecting the industry and lead appropriate responses.
- Experience in shaping public policy and building strategic coalitions to advance industry interests.
- Direct relationships with relevant, top-level company executives and government officials.
- Skill in balancing the diverse needs of PSC's membership, including large, medium, and small businesses.

## Organizational Management

- Demonstrated success in leading an organization of similar or larger scope and scale.
- Ability to develop and manage annual operating budgets while maintaining fiscal discipline.
- Experience in modernizing organizational processes and implementing innovative branding and marketing initiatives.



## Personal Qualities

- Highest level of integrity and ethical standards.
- Entrepreneurial drive and passion for the mission of PSC.
- Collaborative leadership style that empowers staff and cultivates talent.

A master's degree in a related field, such as public policy, business administration, or technology management is preferred.

The ideal candidate will not only possess these qualifications but also demonstrate a genuine commitment to advancing the government technology and professional services industry. They will be excited about the opportunity to shape the future of government contracting and drive innovation in public service delivery.

## Location & Remuneration

This position is located at PSC's headquarters at 4401 Wilson Boulevard—Suite 1110, Arlington, VA 22203. The Board will approve a CEO contract inclusive of base salary and incentive bonus.





# About Odgers Berndtson



Odgers Berndtson is a leading global executive search firm, assisting private and public sector organizations to find the highest caliber executives for senior management appointments across North America and internationally.

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Our reputation at the top of the executive search profession is over 50 years old. With offices in over 60 cities worldwide, our experienced executive search specialists operate with absolute discretion, integrity, and care, and are expert in finding exceptional individuals for challenging roles.

## WE ARE GLOBAL

We have the support of an excellent international network of offices on the ground expanding across more than 30 countries globally.

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