

## **Joseph G. Jordan**

### **Associate Administrator for Government Contracting and Business Development**

#### **U.S. Department of Defense**

**Joseph G. Jordan** was appointed as Associate Administrator of Government Contracting and Business Development at the U.S. Small Business Administration in March. His team supports thousands of small businesses every year as they compete for over \$500 Billion in federal prime contracts.

Mr. Jordan has a strong track record of success as an entrepreneur and has deep experience in marketing, media and strategic sourcing.

Prior to joining SBA, Mr. Jordan was an Engagement Manager with McKinsey & Company, a global management consulting firm. At McKinsey, he specialized in developing purchasing and supply management strategies for clients across several industries. He also worked with the firm's public sector practice, advising state governments on how to cut costs and capture efficiencies.

In 2000, Mr. Jordan built and managed operations of Backwire, a web-based publisher-marketer which quickly grew to 3 million subscribers. When the company was purchased by Leap Wireless, he transitioned to become Leap's project manager for strategic planning and product development. He managed advertising sales, marketing, business development and data operations within the company's telephone entertainment network.

From 1998 to 2000, Mr. Jordan worked on MSNBC's "Hardball with Chris Matthews."

Mr. Jordan is a graduate of College of the Holy Cross in Worcester, Massachusetts (B.A., political science) and the University of Virginia's Darden Graduate School of Business Administration in Charlottesville, Virginia (M.B.A.) where he was a Shermet Scholar.