



Chris is the owner of CoVa Professional Development, which operates a Sandler Training Center in Virginia Beach. As a Sandler Trainer, Chris consults with business leaders from a wide range of industries. His firm's area of focus is those small and medium-sized businesses in Coastal Virginia that are seeking to enhance the effectiveness of their sales teams.

Prior to joining the Sandler network, Chris was a Director of Business Development for Viasat's Government Systems segment. His experience at Viasat spanned both domestic and international customers seeking solutions in narrowband satellite communications, satellite-based global-scale command networks, and wideband/protected satellite communications.

Chris's professional sales career started at Harris Corporation, a high-technology manufacturer of communications and networking products. While at Harris, Chris worked and successfully closed opportunities ranging from short-cycle sales under \$10K to complex multi-year pursuits with lifetime values in excess of \$1B. Chris's roles at Harris included Senior Major Account Manager for U.S. Navy sales, International Business Development Manager, and Senior Capture Manager for strategic opportunities. Harris's \$2B RF Communications Division recognized Chris as its Salesperson of the Year in 2011.

Prior to his career in sales and business development, Chris served as an F/A-18C pilot in the United States Navy. As a pilot in the Strike Fighter community, he completed combat deployments in support of Operations ENDURING FREEDOM and IRAQI FREEDOM. Chris also received a Bronze Star for his service as a Fires Officer on a classified multinational Task Force in Iraq in 2007. Chris retired from the United States Naval Reserve as a Commander in 2016.

In joining the Sandler network, Chris has discovered that the same approach to making effective combat fighter pilots also works for developing the best salespeople, managers, and executives: continuous training consisting of excellent instruction, simulation, real-world application, and continual reinforcement.

Chris holds a Bachelor of Science in Ocean Engineering from the United States Naval Academy and a Master of Public Policy from Duke University. Most recently he was recognized as a Fuqua Scholar upon earning his Master of Business Administration from The Fuqua School of Business at Duke University.