



CAPABILITY STATEMENT

CM Business Dynamics, LLC
CAGE: 0Q3D8 | UEI:L98VRXPUGB4
Tax ID: 99-4903991



CM Business Dynamics LLC specializes in delivering mission-driven solutions in business development, high-performance team development, and consultative selling. Additionally, we provide business turnaround strategies tailored for Government, Defense, Aerospace, Automotive, Medical, and Engineering industries. Our proven leadership and military-honed problem-solving skills help organizations navigate complex challenges and achieve mission-critical objectives.

Our expertise in leadership, problem-solving, and sales acceleration empowers organizations to achieve measurable growth and operational efficiency.

Past Performance

Aerospace/Defense/Industrial/Automotive

Partnered with leading automotive, industrial, and aerospace organizations to enhance workforce capabilities, optimize production processes, and improve team alignment. Our tailored approach included hands-on technical training to upskill production teams, leadership development programs to strengthen decision-making and cross-functional collaboration, and strategic process optimization to eliminate inefficiencies and reduce downtime. By implementing data-driven performance tracking and workflow enhancements, we improved production quality, accelerated project timelines, and ensured consistent on-time delivery. These efforts enabled our clients to adapt to evolving industry demands, maintain operational excellence, and solidify their position as leaders in highly competitive global markets.

Core Competencies

- **Government Contracting Expertise:** Expertise in navigating and managing government contracts to maximize operational efficiency and compliance.
- **Business Turnaround Strategies:** Proven ability to revitalize underperforming operations and achieve double-digit growth.
- **High-Performance Team Development:** Experience building, mentoring, and leading teams to exceed organizational goals.
- **Strategic Sales Operations:** Consultative sales strategies focusing on stakeholder engagement and customer satisfaction.
- **Performance Leadership:** Skilled in KPI development, reporting, budget management, and cross-functional collaboration.
- **Consultative Selling & Negotiation:** Enhancing sales teams with value-based, client-focused selling techniques.

Differentiator

- **Military Discipline and Leadership:** Built on U.S. Army experience managing \$30M+ in equipment and leading teams in high-stakes environments.
- **Proven Results:** Increased DATATRACE sales by 49% and achieved 175% of the sales plan in a struggling territory.
- **Diverse Industry Expertise:** Extensive background in defense, aerospace, automotive, and engineering industries.
- **Award-Winning Performance:** Recognized with multiple industry and military awards.
- **U.S. Customs and Border Patrol:** Customs Border Clearance Agent Course certified.
- **CITI PROGRAM:** Human Subjects Research certified.

Contact Information

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NAICS CODES:

- 541611 Administrative Management and General Management Consulting Services
- 541614 Process, Physical Distribution, and Logistics Consulting Services
- 541618 Other Management Consulting Services
- 541613 Marketing Consulting Services
- 541612 Human Resources Consulting Services
- 541690 Other Scientific and Technical Consulting Services
- 561110 Office Administrative Services
- 561320 Temporary Help Services
- 611430 Professional and Management Development Training
- 561499 All Other Business Support Services
- 923130 Administration of Human Resource Programs (Government Support)