
DAVID KOIRALA, MBA, PMP

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Strategic Management | Financial Management | Analytical Expert

Purposeful leader with expertise in all facets of finance in a wide variety of industries including government contracting, public accounting, consulting, banking, and academics. Proven business acumen in budgeting, strategic planning, and business process improvement. Outstanding ability to develop and implement transformational changes to improve and grow the financial health of the business. Recognized and respected member of the team with strengths in teaching fiscal understanding and establishing a high integrity environment. Exceptional communicator with high degree of enthusiasm, financial expertise, and innovative ideas. Very effective in streamlining and improving processes, enhancing productivity, and establishing innovative solutions to create and sustain high functioning teams.

- Business Operations
- Management Consulting
- Strategic Planning
- Resource Planning
- Government Contracting
- Financial Management
- Training and Development
- Budgeting/Execution
- Business Development
- Human Resources Management
- Project Control
- Project Management
- Financial Analysis
- Proposal Pricing
- Financial Statements

PROFESSIONAL EXPERIENCE

Eon Logics LLC, Fairfax, VA

2023 – Present

A Virginia-based management consulting and training firm that specializes in organizational development, financial management, and workforce training for government and commercial clients. Its flagship product, **Edunyx LMS**, is a cloud-based learning platform offering over 140 courses in leadership, business, and technology. Designed for individuals and teams, Edunyx delivers flexible, affordable, and high-impact training to help organizations build essential skills and drive performance.

President & CEO

- Provide strategic leadership and serve as the public face of a boutique management consulting and training firm focused on government contracting, financial management, and organizational development.
- **Passion for training & development:** Architect and launch customized leadership development, soft-skills, and professional training programs tailored to client needs. Known for engaging, results-oriented sessions delivered by experienced facilitators.
- **Platform innovation:** Spearheaded the development and deployment of the Edunyx LMS—a flexible, cloud-based e-learning platform offering over 140 courses including MS Excel/Word, Leadership, Six Sigma, Business Development, and HR.
 - Led content strategy, instructor partnerships, UX design, testing, launch, and ongoing enhancements.
 - Achieved strong user engagement through interactive modules, flexible subscription plans, and targeted access for veterans, students, and jobseekers.
- Manage all aspects of Edunyx operations – from course catalog planning and learner engagement to platform policies and support.
- Cultivate strategic partnerships across government, nonprofits, and educational institutions to expand LMS reach and impact.
- Drive performance tracking and continuous improvement using analytics and learner feedback to refine offerings and improve outcomes.

The Red Gate Group Limited, Chantilly, VA

2017 – 2023

Established in 2006, Red Gate Group is a certified Service-Disabled Veteran-Owned Small Business (SDVOSB), the company's core capabilities are advanced analytical services, organizational transformation, solutions integration, and technical services.

Director of Finance

- Directed the Accounting and Finance of the company including Controllershship, Business Operations, Decision Support, Financial Planning & Analysis, and Treasury Management,
- Directed and sponsored CMMI for Services Level 3 Appraisal and certification of ISO 9001, ISO 20000, ISO27001.

- Integrated historical accounting records for legacy systems to single enterprise accounting system
- Partnered with the CGO and COO to build competitive bids and several winning proposals
- Established scalable accounting system to facilitate effective management of government contracts and established documented procedures and forms in an Accounting Procedures Manual.
- Headed team of internal staff and external consultants to successfully migrate from Unanet Financials to Deltek Costpoint ERP system.
- Collaborated with COO and the Operations Management team to establish end-to-end Project Status Reporting structure.
- Enhanced the accuracy of RGG's reported financial results to ensure both GAAP and DCAA compliance and enhance growth and profitability of future business decisions.
- Work with the management team by contributing to the development and implementation of organizational strategies, policies and practices.
- Established scalable accounting system to facilitate effective management of government contracts and established documented procedures and forms in an Accounting Procedures Manual.

Glomantech LLC (*part-time*), Fairfax, VA

2015 – 2016

Providing financial compliance and business development consulting services to government contractors (small businesses) while pursuing PhD in Management from Liberty University.

Principal Consultant

- Helped build effective capability statements to enable strategic positioning client's business to its stakeholders.
- Assisted clients in building proposals in response to RFPs from various agencies including Navy, Space and Naval Warfare Systems Command (SPAWAR); DHS, Automated Commercial Environment (ACE); DHS, Measures and outcome modeling for PMO, etc.
- Advised clients on establishing DCAA compliant accounting, timekeeping system, reporting systems.
- Established scalable accounting system to facilitate effective management of government contracts and established documented procedures and forms in an Accounting Procedures Manual.

PAE GOVERNMENT SERVICES, Arlington, VA

2010 – 2014

A global logistics and infrastructure management company providing expeditionary services to the U.S. government, international agencies and foreign governments.

Business Operations Manager (2012 – 2014)

- Managed business operations supporting programs including CPAF, CPFF, FFP, FUP, and T&M contract vehicles with DOS and DOD.
- Oversaw contractual compliance, cost management, budget development and analyses, financial estimating, and proposal support.
- Supported monthly closing, accruals, balance sheet reviews, billing, collections, cash forecasts, and EACs.
- Coordinated employee recruitment, selection and training, compensation, performance assessment, and work assignments.
- Successfully achieved transition, phase-out, and close-out of \$450 million Djibouti Base Operations Services contract.
- Prepared and presented monthly, quarterly, and annual financial statements and program status reports (PSRs) to the Senior Management and the customers.
- Represented the program to customers, auditors, and other stakeholders in matters of financial management and contractual compliance.
- Provided Business Unit LOB CFO with financial strategy formulation, corporate reporting, and project control operations.

PAE, A LOCKHEED MARTIN, US Naval Base (Camp Lemonnier), Djibouti, Africa

Business Operations Manager (2010 – 2012)

- Led business finance, planning, and accounting staff in areas of budgeting, reporting, forecasting program cost, subcontract establishment, financial analysis, forecasting orders, sales, EBIT, controllable overhead, financial charts to support Program Management Reviews (PMRs).
- Managed team of business finance, planning, and accounting staff including annual operating budget of \$80 million, comprised of \$450 million in contracts, 1,600 employees, 150 vendors, and 17 subcontracts.
- Reduced operating cost by 13% by introducing responsibility accounting and streamlined procurement practices.
- Led project team to implement DCAA compliant timekeeping system resulting in time/cost savings and added efficiency.

- Partnered with customers to resolve funding backlogs, ACRN reconciliation, and prompt payment of invoices.
- Led proposal, preparation, and negotiations for contract option for major contract and supported proposal response team in FFP/IDIQ pricing.

Senior Financial Analyst (2010)

- Conducted complex financial and cost analysis of data reported in various accounting systems and developed financial reports for forecasting, trending, and result analysis.
- Prepared financial reports and charts for customer and corporate reporting.
- Evaluated financial execution to ensure compliance with FAR, CAS, company policy and terms of the prime contract.
- Supervised process audit team which audited the Labor Broker Provider (LSP) subcontract, applied remedial actions in response to audit results, as well as improved internal control systems and procedures.
- Led development of DCAA compliant timekeeping policy, established standard operating procedures, and trained staff in proper timekeeping requirements.
- Generated additional cost savings to the government by consolidating vehicle and equipment rentals services for tenants of the camp.
- Joined with contracts manager to persuade government to revise Award Fee Plan to incentivize cost reduction resulting in annual savings of \$4.8 million.

REED & ASSOCIATES, CPAs and Consultants, Inc. Manassas, VA 2007 - 2009

A CPA firm specializes in compliance audits, business process improvements, project management, accounting, and financial management services to federal agencies, state governments, and commercial clients.

Senior Consultant/Project Manager

- Provided client specific financial consulting services to federal agencies to ensure compliance with US GAAP and other binding regulations.
- Reviewed and analyzed financial information of mortgage lenders to determine eligibility for re-certification of FHA status with US Department of Housing and Urban Development (HUD). Utilized net worth, liquidity, and leverage as key metrics for evaluation.
- Conducted assessment and review of financial health and sustainability of HRSA grantees using A-133 audit reports, tax filings, HCMIS, and other resources.

MMC SYSTEMS, INC., Ashburn, VA 2006 - 2007

An IT-based business management solutions firm specializing in workflow and ERP solutions along with personnel augmentation for large and mid-size corporations.

Financial Analyst/Consultant

- Provided routine analysis of loan amortization and reconciliation reports to various users at Freddie Mac.
- Oversaw project consisting of system development and implementation for amortization engine in the Single Family Decentralized Accounting Unit (DAU).
- Designed critical reports to meet Tax, GAAP, and internal management reporting requirements to be incorporated in new system.
- Confirmed accuracy of reports for US GAAP compliance under FAS 91 and EITF 99-20.
- Supported the program business analyst during building business requirements documents for single family loan amortization engine systems development process.

L.A COLLEGE OF MANAGEMENT, Kathmandu, Nepal 1999 - 2005

Program Director

MERCANTILE COMMUNICATIONS LTD, Kathmandu, Nepal 1997 - 1999

Senior Consultant

CHARTERED FINANCIAL SERVICES LTD, Kathmandu, Nepal 1996 - 1997

Operations Manager

CITIBANK N.A. COUNTRY CORPORATE OFFICE, Kathmandu, Nepal 1990 - 1993

Operations Associate

EDUCATION & CREDENTIALS

Master of Business Administration, Accounting, Maharishi University of Management, Fairfield, IA
Master of Business Degree, Finance, Kathmandu University, Kavre, Nepal

MEMBERSHIPS, CERTIFICATIONS & TRAINING

Certified Project Management Professional, PMP, Project Management Institute
Enhanced Defense Financial Management Training, American Society of Military Comptrollers, VA
Certified Capture Manager, Government Contractors Association, GA
Project Management Training, PMT Institute, India
Government Contracting Training, George Mason University

TECHNICAL PROFICIENCIES

Application Software: Microsoft Office Suite, Lotus Notes,
Business Intelligence: IBM Rational ClearCase, Cognos, TM1, Power BI
Database Management: SQL, MS Access
Project Management: MS Project, Visio
Accounting: Deltek Cost Point, Solomon Dynamics, QuickBooks, Unanet Financials, Sage 50
