

Kent N. Smith



Kent Smith

President
DEL-JEN, Inc.

Kent N. Smith is president of DEL-JEN, INC., a leading provider of outsourced services to the U.S. Government. Acquired by Fluor Corporation in January 2003, Del-Jen is an independent company, with more than 3,000 employees. The Del-Jen team has an impressive track record of delivering operations & maintenance and engineering & construction services at projects in more than 33 states, as well as training & education services to thousands of disadvantaged youth through the Department of Labor's Job Corps Program. Del-Jen is ISO-9001 certified and has consistently achieved high award fee scores on U.S. Government Services Contracts. A Del-Jen led joint venture received the U.S. Army Support Contractor of the Year award in 1998 and was nominated again in 2001.

Smith has more than 27 years of experience in the government contracting business. Business responsibilities have included on-site Base Operating Services and Family Housing Maintenance contract management, development of management and technical proposals, analysis of personnel and organizational requirements to perform base operating and family housing maintenance services at government activities, and related marketing activities. Smith was elected vice president of Del-Jen in 1994. He became a stockholder in 1996 and was appointed executive vice president in 1996. In 2000 he was named president of the Del-Jen Services Group with responsibility for all Services operations. In 2005 Smith was named president of Del-Jen.

In his current role, Smith is responsible for all operational aspects of the company including: phase-in/out operations related to new/current activities; oversight of all service contracts; interface with customers and participation in contract negotiations; participation in industry related events/speeches; and hands-on oversight of all functional areas including human resources, accounting, safety and marketing.

Smith has extensive experience in the A-76 arena through his participation in multiple bids for Del-Jen. He has successfully transitioned three A-76 contracts in his career with Del-Jen.

Smith was in the Air Force for more than 10 years, and was a contracting officer prior to joining Del-Jen, serving at a variety of locations worldwide.