



Dave Wessel
Business Development Specialist
North Carolina Military Business Center

Dave Wessel joined the North Carolina Military Business Center (NCMBC) as a Business Development Specialist in January, 2011.

The job of the Business Development Specialist is to assist North Carolina businesses in winning Federal Business opportunities and thereby growing their companies. To reach that goal, he is responsible to identify federal government requirements and bidding opportunities within certain military and civilian agencies; identify, engage, preposition and assist North Carolina companies to win contracting opportunities; and help small businesses in the state to develop and win sub-contracting opportunities.

As an experienced sales/marketing manager and workforce/economic development professional who has served in the government, academic, non-profit and corporate sectors, Mr. Wessel is uniquely qualified to assist North Carolina firms seeking to grow through government contracting.

As a member of a military family, Dave enjoyed the opportunity to live in Austria, Japan, Ohio, and Virginia. He earned his BA in History at Rutgers University (New Brunswick, NJ) and a Masters in Business Administration from Duke University (Durham, NC). He has also earned professional certifications from the American Society for Quality and the Project Management Institute.

Prior to joining NCMBC, Dave served as Vice President of Corporate and Continuing Education at College of The Albemarle (Elizabeth City, NC) with responsibility for the college's Basic Skills, Occupational Extension, and Personal Enrichment programs as well as its Small Business Center, Customized Training, workforce and economic development activities. In this position, he had the opportunity to work with the U.S. Coast Guard Base in Elizabeth City as well as many businesses at the College's three campuses and through its seven-county service area in northeastern North Carolina.

Mr. Wessel's professional background also includes working for NISH, a non-profit agency that oversees the AbilityOne program and administers a variety of federal government set-aside contracts. His experience in government sales has also afforded him the opportunity to work with a range of companies, managing government sales operations for Addison-Wesley Publishing Company, Kepner-Tregoe, Situation Management Systems and Rational Process Management.

Dave is a resident of and currently enjoys the privilege to serve as Mayor for the Town of Duck, North Carolina.