

# Capabilities

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[XtraMile.training](http://XtraMile.training)

[TellitLikeaTOPGUN](http://TellitLikeaTOPGUN)

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## COMPETENCIES

- Presentation Skills Training
- Proposal Response Training
- Soft Skills Training

## CODES

**CAGE:** 9LB35

**UEI:** NVP4QWA5XMZ5

## NAICS

**611430** - Training

**541611** - Consulting

**541613** - Marketing/Consulting

## PSC

**U001** - Ed/Training - Lectures

**U004** - Ed/Training - Scientific/Mgm't

**U008** - Ed/Training - Curriculum Dev

**U099** - Ed/Training - Other



[XtraMile.training](http://XtraMile.training)



[TellitLikeaTOPGUN](http://TellitLikeaTOPGUN)

## OVERVIEW

Xtra Mile Enterprises, LLC (dba Xtra Mile Training & Development) is a veteran-owned business focusing on the most important aspect of government-to-government (G2G) interactions—developing strong Human-to-Human relationships. With 40+ years of teaching experience at all levels of instruction (vocational to master's) at military and civilian institutions of higher education, our learning programs are designed primarily for STEM-educated participants to use hard science to enhance their soft skills.

## DIFFERENTIATORS

### By the Numbers

- 6,100+ students
- 82% win rate over \$600M
- 40+ years: Sought-after Speaker/Educator
- 20 years: Naval Officer
- 6 years: Navy-certified Weapons School Instructor
- 3 years: Naval Postgraduate School (NPS) Instructor

### By the Series

- Tell it Like a TOPGUN™
- Engineering the Sale®
- Engineering the Talk®
- Engineering Compelling Proposals®
- Engineering the Customer Relationship®

## PAST PERFORMANCE/EXPERIENCE

### Picatinny Arsenal, US Army CCDC-AC, Armament University

Facilitating in-person and online two-day workshops focusing on G2G customer relationships, proposal writing, and oral presentation skills. 300+ participants at four Army posts to date with course evaluation scores averaging 4.6 out of 5.

### Watervliet Arsenal, NY

Provided immersive instruction on workplace communication and commitment for 45 directors, team leads, and supervisors resulting in enhanced productivity. Participant surveys highlighted the engaging and enlightening nature of the training.

### Picatinny Arsenal, PM Soldier Weapons (now PM Soldier Lethality)

Subcontracted under an Other Transaction Authority (OTA). Helped develop a prototype data analytics schoolhouse. SOW included: Training needs analysis, curriculum design, training service provider selections, Interim Provost duties pending civilian hire. Delivered first two tasks before project placed on indefinite legal hold.

### DoD/DHS Contractor Experience

Program Manager. Business Unit Leader (10x growth). Business Development. Proposal Manager. Capture Manager. Color Team Reviewer. ITAR Sales. Led capture teams winning >\$600M in government awards. Supported capture teams winning additional \$1.5Bn.