

CRISTINA GUZMÁN

Date of Birth: September 9, 1980

Place of Birth: San Juan, Puerto Rico

Citizenship: USA

520-499-4884

cristina.guzman@outlook.com

4206 Norwich Dr, College Station, TX 77845

PROFESSIONAL SUMMARY

In May 2023, I was promoted to Associate Director of the Texas A&M Institute for a Disaster Resilient Texas (IDRT). In this role, my first week involved identifying and rectifying several major compliance issues. Since then, I have implemented systems to ensure ongoing compliance and facilitate revenue forecasting, burn rate calculation, and the automation of time and effort verification and reporting. Additionally, I played a pivotal role in securing a \$6 million project extension spanning 24 months and am currently engaged in formalizing a \$30 million, four-year research award with a state government sponsor.

Previously, I achieved the position of Senior Research Development Officer in Fall 2022 with the Texas A&M AgriLife office of Corporate Engagement and Research Support (CERS). Simultaneously, I was entrusted with leading the CERS Strategic Grants team, transitioning from my initial position as a Research Development Officer, which I had assumed in April 2021. The team's focus shifted under my guidance to research program and project strategy, science communication strategy, faculty development, and streamlining proposal support processes.

Previously, the team had assisted with an average of 8 proposals per year, totaling around \$10 million annually. *Between September 2022 and May 2023, my leadership resulted in the development of 16 proposals, double the previous average, and the acquisition of over \$113 million—an elevenfold increase—in research grants. Notably, this included securing the largest grant ever awarded to Texas A&M AgriLife (\$65 million).*

RELEVANT EXPERIENCE

TEXAS A&M UNIVERSITY SYSTEM

April 2021 – Present

Associate Director

May 2023 – Present

Institute for a Disaster Resilient Texas (IDRT) at Texas A&M University – College Station, TX

- Along with other members of the IDRT Executive Team, responsible for strategic long-term planning, vision setting, execution-works with the director and executive team to set the vision, timeline, and roadmap for the organizational strategic plan, which charts IDRT's priorities and plan for the next 3-5 years.
- Manage the internal planning process by setting high level vision, creating operations and administrative structures, and monitoring execution of research projects.
- Identify emerging organizational strengths, weaknesses, opportunities, and threats that require attention and propose potential solutions.
- Initiate and set goals for IDRT according to the strategic objectives of the Director.
- Track progress, setbacks, and overall performance of these goals.
- Implement evaluation strategies to monitor performance and determine the need for improvements.
- Responsible for administrative systems building, project management, and internal communication.
- Oversee and administer all non-academic institute operations, including institute administration, compliance practices, human resources, financial management, sponsor relations, opportunity development, internal/external communications, strategic planning, performance monitoring, office management, and strategic national and international relations.
- Oversee a portfolio of administrative/operational responsibilities.
- Analyze program statistics for reporting, tracking progress, forecasting budgets, and making adjustments to programs.
- Ensure program operations and activities adhere to Texas A&M guidelines and internal policies.
- Ensure clear, transparent, frequent internal communication across the entire organization, adjusting current internal communications systems so that all team members have the most up-to date information and feel connected to the larger team and mission.
- Apply change, risk and resource management principles when needed. Coaches, mentors, and develops Institute leadership teams.

- Research and identify creative funding strategies for the institute and its Distinguished Partners.
- Lead proposal development for large (>\$10M), complex, multidisciplinary, and multi-institution grant proposals.
- Hire, train, and supervise administrative staff.
- Provide human resources support and advise to research staff.
- Advise on research project strategy and partnership development.
- Represent the institute at conferences and meetings.
- Member of the institute's Executive Team

Senior Research Development Officer

November 2022 – May 2023

Corporate Engagement & Research Support (CERS) at Texas A&M AgriLife Research– College Station, TX

In addition to Research Development Officer responsibilities:

- Determined strategy for expanding the capacity, capabilities, and reach of the CERS Strategic Grants Team using creative thinking and novel approaches to develop and improve its reach, capabilities, and services.
- Hired, trained, and supervised proposal development staff for the Strategic Grants Team
- Researched and identified creative funding strategies for Texas A&M AgriLife Research faculty.
- Represented Texas A&M AgriLife (Research and Extension) and CERS at conferences and meetings.
- Made purchasing decisions, manage budget, track, and report team's expenses through SAP Concur
- Led the Strategic Grants team from September 2022 through May 2023. In that time, the amount (\$) of the team's awarded projects increased elevenfold.

Research Development Officer

April 2021 – November 2022

CERS at Texas A&M AgriLife Research– College Station, TX

- Facilitated research team interactions and progress for large, complex, multidisciplinary proposal efforts.
- Identified funding sources and solicitations, then built and organized research teams to target opportunities, and synthesized research concepts to develop competitive proposals.
- Worked collaboratively with administrators, faculty, staff, and postdocs to develop cohesive, compelling proposal narrative strategies.
- Developed and delivered trainings for faculty on grant writing, academic writing, IRB processes, Extension activities, and scientific storytelling.
- Created marketing materials, as requested, to promote CERS services to faculty, and to educate and encourage political support for larger proposals from elected officials at the national level.
- Generated tools and guidance documents related to proposal development.
- Network with various offices and organizations on- and off-campus in support of proposal development.
- Obtained IRB certification in 2021.
- Knew and used AgriLife, Texas A&M University, and Texas A&M University System data and reporting systems for daily tasks (i.e., Microsoft Teams, Zoom, Concur, Maestro, Workday, AggieBuy, and TrainTraQ)

CONSULTING

Research Development and Communications Consultant

December 2010 – Present

Independent – Hannover, Germany; Rockville, MD; Tucson, AZ; Cypress, TX; and College Station, TX

- Edit research proposals, academic articles, and doctoral theses for federal government employees, university faculty, and graduate students in the USA and the EU.

INDUSTRY

Marketing Manager

November 2019 – April 2021

Ruda-Cardinal, Inc. – Tucson, AZ

- Managed all marketing and business development activities for the optical engineering company.
- Developed, implemented, tracked, and analyzed marketing strategy in support of company objectives.
- Designed and implemented entire corporate branding strategy, including logo, website, LinkedIn page, video brochure, press kit, business cards, and corporate giveaways.
- Designed a version of the logo which was etched on a camera that is now mounted to the Canadian arm of the International Space Station.

- Created and implemented a training program on effective business development strategies for employees who attended industry conferences.

Proposal Administrator & Bilingual Information Specialist

December 2016 – September 2018

JBS International, Inc. – North Bethesda, MD

- Managed the life cycle of proposals for federal government solicitations, encompassing pre-qualification guidelines, data collection, and distribution to collaborators.
- Edited content and ensured compliance with funding opportunity requirements.
- Managed the flow of information and updates and maintained version control.
- Wrote and edited communication materials as part of two federal government contracts that disseminated current, relevant, comprehensive, and unbiased health information based on scientific evidence.
- Reviewed Spanish translations of publications for the National Institute on Aging (NIA) and National Heart, Lung, and Blood Institute (NHLBI) for quality and accuracy.

Director of Business Development & Registered Financial Assistant

2012 –2014

Fortegy Financial – Silver Spring, MD

- Developed and implemented all marketing plans and social media communications for the company.
- Cultivated relationships with current and prospective clients by analyzing needs and utilizing program resources to educate and meet their needs.
- Oversaw compliance with state and federal securities regulations.
- Increased assets under management by 27% from 2012 to 2013.

Investment Services Specialist

2010 – 2011

NASA Federal Credit Union – Greenbelt, MD

- Implemented marketing and communications campaigns to increase awareness of the credit union’s investment services among members and staff.
- Conducted database queries to identify members with maturing certificates of deposit to contact as potential clients.
- Developed and implemented a training program to teach staff to identify and refer potential investment clients in their daily interactions with credit union members.
- Exceeded department goals by unifying program efforts including marketing and communication management, event coordination, staff training, and outreach activities.
- Developed and implemented communications processes and corporate training programs which resulted in exceeding the previous referral record by 30% and exceeding the quarterly assets under management goal by \$500,000.
- Increased new client deposits by over \$3 million.
- Revised processes to ensure efficiency, compliance, and effectiveness.

EDUCATION

Doctor of Philosophy in Agricultural Leadership, Education, and Communication

Ongoing

Texas A&M University – College Station, TX

- Requesting transfer to University of Arizona’s Arid Lands Resource Sciences Ph.D. program
- 16 credits complete

Bachelor of Arts in Mass Communication

2002

Towson University – Towson, MD

- Concentration in Strategic Public Relations and Integrated Communications
- Dean’s List, 2001

CERTIFICATIONS

Social and Behavioral Responsible Conduct of Research

2022

Collaborative Institute Training Initiative (CITI) Program

- Record ID: 44643454
- Does not expire

Human Research, Group 2 Social and Behavioral Research Investigators and Key Personnel, 1-IRB Social Basic Course

2021

Collaborative Institute Training Initiative (CITI) Program

- Record ID: 44643453
- Expires November 17, 2026

Writing in the Sciences

2019

Stanford University

- Coursera Credential ID: JWBDBTSBKW33X

Psychological First Aid

2018

Johns Hopkins University

- Coursera Credential ID: RB44MJ9N7TJM

PROFESSIONAL AFFILIATIONS

National Organization of Research Development Professionals (NORDP), Member
Association for International Agricultural and Extension Education (AIAEE), Member
Gamma Sigma Delta, Member

RECENT IMPACTS

Author and Presenter

Xu, Z., Adeyemi, A. E., Catalan, E., Ma, S., Kogut, A., **Guzman, C.** (2023) *A scoping review on technology applications in agricultural extension*. PLoS ONE 18(11): e0292877. <https://doi.org/10.1371/journal.pone.0292877>.

Academic Writing Workshop, CERS Fall Workshop Series 2022; Mar. 30, 2022, and Sept. 15, 2022.

Grant Writing Tips Workshop, CERS Fall Workshop Series 2021 and 2022; Oct. 5, 2021, and Sept.14, 2022.

Proposal Development (*July 2020 through May 2023 only*)

Equity in Conservation Outreach, USDA Natural Resources Conservation Service, **\$697,000**; Rafael Landaverde, awarded 2023.

FS2: Reactome knowledge graph to phenomes of major staple crops for food system threat detection, Department of Defense (DoD) Advanced Research Projects Agency (DARPA), **\$1,000,000**; Seth Murray, awarded, 2023.

A systems approach to understanding farm animal-environmental drivers of SARS-CoV-2 transmission in the food supply chain, US Department of Agriculture (USDA), **\$3,003,571**; Sapna Chitlapilly Dass, awarded, 2023.

The Southwest (New Mexico and Texas) Regional Food Business Center, USDA Agriculture Marketing Service, **\$30,000,000**; Beth Racine, awarded, 2022.

Unraveling the mechanisms and ecological ramifications of rhizobacterial mediated plant-insect interactions to enhance plant health, USDA Agriculture and Food Research Initiative (AFRI), **\$639,875**; Henry Fadamiro, awarded 2022.

Bioproducts and Bioenergy from Warm-Season Perennial Grass Feedstock for Low-input Conditions with Positive Water and Carbon Footprint, USDA AFRI, **\$999,774**; Mahendra Bhandari, awarded, 2022.

Texas Climate-Smart Initiative, USDA Partnerships for Climate-Smart Commodities, **\$65,000,000**; Julie Howe, awarded, 2022.

Compact Optomechanical Accelerometers for Space Geodesy, National Aeronautics and Space Administration (NASA), **\$3,557,782**; Felipe Guzman, awarded, 2022.

Compact optomechanical seismic sensors for LIGO, NSF, **\$330,000**; Felipe Guzman, awarded, 2022.

CAP - Advanced testing and commercialization of novel defensin peptides and therapies for HLB control, USDA, **\$7,076,020**; Kranthi Mandadi, awarded 2021.

Compact optomechanical accelerometers for future geodesy missions, NASA, **\$300,000**; Felipe Guzman, awarded, 2020.

Quantum-interconnected optomechanical transducers for entanglement-enhanced force and inertial sensing, NSF, **\$1,000,000**; Felipe Guzman, awarded, 2020.

Total research grants awarded since July 2020: \$113,604,022

Pre-submission Editor

- Zhang, Y., Hines, A. S., Valdes, G., & Guzman, F. (2021). *Investigation and Mitigation of Noise Contributions in a Compact Heterodyne Interferometer*. *Sensors*, 21(17), 5788. <https://doi.org/10.3390/s21175788>
- Hines, A., Richardson, L., Wisniewski, H., & Guzman, F. (2020). *Optomechanical inertial sensors*. *Applied Optics*, 59(22), G167. <https://doi.org/10.1364/AO.393061>
- Joo, K., Clark, E., Zhang, Y., Ellis, J. D., & Guzmán, F. (2020). *A compact high-precision periodic-error-free heterodyne interferometer*. *Journal of the Optical Society of America A*, 37(9), B11. <https://doi.org/10.1364/JOSAA.396298>
- Richardson, L., Hines, A., Schaffer, A., Anderson, B. P., & Guzman, F. (2020). *Quantum hybrid optomechanical inertial sensing*. *Applied Optics*, 59(22), G160. <https://doi.org/10.1364/AO.393060>
- Wisniewski, H., Richardson, L., Hines, A., Laurain, A., & Guzmán, F. (2020). *Optomechanical lasers for inertial sensing*. *Journal of the Optical Society of America A*, 37(9), B87. <https://doi.org/10.1364/JOSAA.396774>