

AS FEATURED ON



Joshua Frank

Managing Partner, RSM Federal and Federal Access Program



Credentials

Author, trainer, and business coach with 25 years in the federal space, Mr. Frank speaks nationally on small business strategy and business acceleration. He specializes in the development and implementation of techniques and strategies required to differentiate, position for, and win government contracts. His training sessions, highly educational and thought-provoking, are consistently rated as one of the strongest sessions at national conferences and events.

Out of more than 500 sessions, Josh’s sessions on Advanced Teaming Strategies and Winning Strategies for Government Prospecting were rated as one of the top five sessions at the National Veterans Conferences in 2014 and 2015. The session on teaming was the highest attended training session at the 2015 SAME Small Business Conference. In 2016, Josh’s session on Advanced teaming Strategies was the #1 rated keynote for the National Association of PTACs.

Managing Partner at RSM Federal, Mr. Frank is author of The Government Sales Manual and manages the Federal Access Program. RSM Federal’s clients and Federal Access members have won more than \$2 Billion in small business government contracts. Due to this success, Mr. Frank was awarded the 2016 SBA Veteran Business of the Year and the 2017 SAME Industry Small Business Advocate of the Year.

Mr. Frank serves as Chairman of the Board for the St. Louis Veterans Business Resource Center (VBRC) and previously served on the National Small Business Association (NSBA) Leadership Council as a member on the Economic Development Policy Committee. Mr. Frank supports the SBA’s Emerging Leaders Program and judges applications for Arch Grants providing startup funding for entrepreneurs.

An avid outdoor enthusiast, Girl Scout and Boy Scout leader, Mr. Frank lives in St. Louis, Missouri with his wife, daughter, and son. He is a former intelligence officer and a graduate of the University of Missouri with an undergraduate degree in English and a graduate of Webster University with a Masters in Management Information Systems (MIS) in addition to a Master’s in Business Administration (MBA) from the Webster University Walker School of Business.

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