Joshua P. Frank

Founder and Managing Partner, RSM Federal

EXPERTISE & BACKGROUND

With more than 37 years of specialized expertise in government contracting, Mr. Frank is a nationally recognized authority and thought leader in federal acquisition, advanced marketing strategies, and predictive market analysis. An award-winning business coach, accomplished professional speaker, and bestselling author, Mr. Frank specializes in bridging business strategy with federal sales strategies. He is recognized for developing and implementing the tactics and strategies required to differentiate, position for, and win government contracts.

CLIENT IMPACT

As Founder and Managing Partner of RSM Federal, Mr. Frank and his team have guided more than 25,000 small and large businesses in securing government contracts. His training and coaching have directly contributed to companies winning more than $14.6 billion in government contracts. His proven methodologies facilitate improved positioning, competitive advantage, and sales-cycle acceleration for winning new contracts and increasing revenue.

SPEAKING, TRAINING, PUBLICATIONS

Mr. Frank's seminars and keynotes are consistently the top-rated sessions at national conferences and events. With thousands of testimonials, his approach is praised as real-world, highly educational, and thought-provoking, making him a sought-after expert in the government contracting industry. Mr. Frank is the author of multiple Amazon bestsellers, including *An Insider's Guide To Winning Government Contracts*, which serves as required reading in executive leadership programs at multiple business schools and universities.

AWARDS & HONORS

His contributions to the field have earned numerous honors, including induction into the Government Sales Hall of Fame with the Lifetime Achievement Award; Veteran Business of the Year by the SBA; Industry Small Business Advocate of the Year by the Society of American Military Engineers (SAME); Top Business Advisor of the Year by Small Business Monthly; Vendor Partner of the Year by the National 8(a) Association and the HUBZone Contractors National Council; Veteran Small Business Advocate of the Year by the National Veteran Small Business Coalition (NVSBC); and most recently, the Stonecutter Award presented by NVSBC.

SERVICE & CREDENTIALS

Mr. Frank serves on multiple boards and currently serves as Strategic Advisor to the CEO of the National Veteran Small Business Coalition. A former military intelligence officer, he holds degrees in English, a Master's in Management Information Systems (MIS), and a Master's in Business Administration (MBA).

PERSONAL

Mr. Frank resides in St. Louis, Missouri with his wife, daughter, and son. An avid outdoor enthusiast and longtime Boy Scout leader, he remains committed to both professional service and community involvement. Away from work, he maintains an uncompromising devotion to cabernet sauvignon and a refined appreciation for premium cigars - with a particular affinity for Cuban and Nicaraguan varieties.

CONTACT

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