

## Marcellus Major, Jr – BIO

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Marcellus Major is the Managing Partner at Yin Yang Export Import, where he oversees the Organizational Development and Management Revitalization teams. In this capacity, Marcellus strategically plans and manages the international and domestic flow of goods, negotiating export and import relationships. Proficient in preparing essential documents, such as letters of credit, bills of lading, license agreements, and other correspondence, he ensures compliance with tariffs and customs regulations.

Marcellus Major is the founder of Advant-Garde Engineering Technology, a flourishing IT firm established in 2005. His company holds multiple contracts with the government and proudly maintains an A1 rating. Marcellus is recognized for developing some of the most secure network communication protocols crucial to cybersecurity in both corporate and federal environments.

Before founding Advant-Garde Engineering Technology, Marcellus served as a Software Architect for seven years with SAIC. In his role as Chief Engineer on the Defense Security Service project, he led a team of 30+ technical personnel in designing, developing, upgrading, deploying, and operating three multi-tier enterprise J2EE Web applications. These applications utilized technologies such as Java Server Pages (JSP), Java Database Connectivity (JDBC), and Enterprise Java Beans (EJB).

During the early 2000s, Marcellus played a key role in leading CMB Technologies, LLC, where he designed and implemented a network management application to support Qwest's B2B e-commerce initiative. This application allowed Qwest customers to configure and monitor data communication products, as well as pay their invoices. Marcellus's expertise extends to developing application components on a Solaris platform, utilizing WebLogic 5.1 as the Web server and application server. His contributions included designing a Java-based reporting framework that significantly reduced development time for other teams.

Marcellus has excelled in various leadership roles during critical transition phases, showcasing proficiency in business development, client relationships, national security initiatives, and new market development. He holds a Bachelor of Science degree in Electrical Engineering from the University of Pittsburgh.