



LETITIA MONTOYA

PROFESSIONAL EXPERIENCE

PROFILE

Dynamic and results-oriented leader with a proven record of exceeding organizational goals and delivering exceptional results. Expertise in marketing, business management, and operations, coupled with a robust technical foundation in computer science and software applications. Renowned for strategic vision, operational efficiency, and compliance expertise, with a focus on government contracts and cybersecurity requirements.

WORK EXPERIENCE

Chief Operations Officer

Nebula Advisers LLC | Santa Fe, NM | 2019–Present

- Spearhead strategic initiatives to enhance operational efficiency, streamline processes, and maximize profitability for government and private-sector clients.
- Successfully registered with the System for Award Management (SAM) to secure and execute government contracts.
- Lead the company as a Service-Disabled Veteran-Owned Small Business (SDVOSB), ensuring compliance with federal requirements and leveraging set-aside opportunities.
- Ensure compliance with federal cybersecurity requirements, including NIST and CMMC standards, to safeguard sensitive information and maintain operational integrity.
- Develop and manage relationships with government agencies, focusing on delivering high-quality, results-driven solutions.
- Overhaul organizational policies, ensuring alignment with government standards and best practices in contract and cybersecurity management

Consultant

Independent Financial Consulting | 2013–2019

- Provided expert consulting services to financial firms, specializing in operational optimization, compliance, and portfolio management.

Financial Services Professional

Wells Fargo | 2010–2013

- Managed client portfolios and financial advisory services during the transition following Wells Fargo's acquisition of Wachovia.

Human Resource Manager

Wachovia Financial Services | 2008–2010

- Transitioned to Wachovia after the acquisition of Assure Financial Group, supporting operational integration and client retention.

Chief Operations Officer & Compliance Officer

Assure Financial Group | Santa Fe, NM | 1991–2008

- Oversaw daily operations, cultivating a high-performing team and ensuring seamless workflows.
- Pioneered statewide marketing campaigns, achieving significant market share growth and increased visibility.
- Coordinated logistics for statewide seminars, enhancing participant engagement and attendance.
- Led annual compliance audits to ensure alignment with state and federal regulations, addressing issues proactively and mitigating risks.
- Built strategic partnerships, fostering lasting collaborations with key stakeholders.

CONTACT

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EDUCATION

1999

COLLEGE OF SANTA FE

- Master of Education - Youth at Risk - Leadership Strand

1991

WARDIERE UNIVERSITY

- Bachelor of Science Mathematics
- Minor in Computer Science

SKILLS

- Project Management
- Operations management and process optimization
- Strategic Planning and execution
- Financial acumen and budgeting
- Effective communication and collaboration
- Industry knowledge and market awareness
- Critical Thinking
- Relationship management and stakeholder engagement