

WALLACE O. STEPHENS

President / CEO of SteedPetroSM LLC (Sole Proprietorship), a Veteran Owned Small Business, that focuses on refining, re-selling, and distributing petrochemical products, including bulk oils, lubricants, fluids, greases, diesel fuels, gasoline, and aviation jet fuel.



Wallace O. Stephens is a solutions-oriented entrepreneur, influencer, relationship builder, strategic planner author and motivational speaker with 40 years of experience. Mr. Stephens solves problems encountered by startups and early-stage companies in sectors that include energy, food & food commodities, technology, cyber security, healthcare, and others.



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LEADERSHIP

PAST PRESIDENT-PRINCE GEORGE'S
CHAMBER OF COMMERCE

PRESIDENT-TANNER COMMUNITY
RESOURCE CENTER, INC. (NON-
PROFIT)

CAPITAL DISTRICT DIRECTOR -
MARYLAND CHAMBER OF
COMMERCE

CHAIRMAN OF THE BOARD -
STEPHENS ENGINEERING COMPANY,
INC.

BOARD OF DIRECTORS - MARYLAND
INTERNATIONAL TRADE INSTITUTE
EX-OFFICIO DIRECTOR - GREATER
WASHINGTON BOARD OF TRADE
BOARD OF DIRECTORS - BOWIE
STATE UNIVERSITY

MEMBER - NUMEROUS CIVIC, TRADE
& BUSINESS ORGANIZATIONS

Entrepreneur ♦ Influencer
Relationship Builder ♦
Strategic Planner ♦
Motivational Speaker
Author

Career Highlights

History of proven results, evidenced by the following accomplishments: Launched technology company and grew to \$30 million in annual revenues within 5 years | As CEO, reversed a trend of substantial losses of a Native Alaskan Company and increased its federal government backlog from \$2 million to \$117 million | Led capture & proposal efforts and won \$8 million DC Government contract. | Established, staffed, and operated offices in Wiesbaden, Germany, that provided computer maintenance services to the U.S. Army Europe | Initiated and closed strategic alliances in Saudi Arabia, Kuwait, and Cayman Islands | Negotiated long term agreements/joint ventures with IBM, AT&T, and Intel.

Education:

B.S. Tuskegee Institute | Post-
Graduate-Arizona State University |
George Washington University |
University of Maryland Legacy
Leadership Institute |
Military: U.S Navy—Commissioned
Officer (Lieutenant O-3)

