



Whitney Stowell
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Whitney Stowell, CEO & Founder of Cribworks, leads a DC-based strategic management advisory firm that partners with leaders to transform organizational sales growth. With 15+ years in sales, business development, and partnership development, Whitney integrates strategic insights, data-driven processes, industry expertise, and AI to help businesses overcome their most critical challenges to optimize their avenues for growth. His diverse expertise has helped clients deliver more than \$150M+ worth of new business that has spanned across commercial, startups, and government contracting, with impactful roles at Signify, Philips, Elbit America, and Major League Rugby's Old Glory DC.

Whitney is the Past President and currently sits on the board of the Society of American Military Engineers (SAME) DC Post, with more than 7k members that focus on infrastructure and national security challenges. He regularly speaks at local and nationally recognized events and podcasts on business development, AI, capture, and growth strategies. Whitney runs a weekly newsletter called "Hustle in the Darkness," a business development newsletter delivering practical, actionable strategies for professionals navigating the behind-the-scenes grind of growing their organization.

Whitney has a B.A. from Bates College and also holds Business Development and Capture Management certifications from Shipley Associates. Whitney is an avid rugby player, blending industry leadership with a passion for sports.