



Courtney Fairchild, President

Courtney Fairchild is the co-founder and President of Global Services. Ms. Fairchild has been with the company since it was founded in 1997 and headed up the Global Services GSA Schedule Programs division from its inception.

Over the past twenty years she and her team have successfully prepared, negotiated, and managed 2500+ Schedule contracts for Global Services' clients. Ms. Fairchild is an authority on all GSA Schedules within the Multiple Award Schedule program and has spoken on related topics across the country.

Ms. Fairchild has worked with companies ranging from multinational/multibillion-dollar publicly traded corporations to micro businesses consisting of only a few employees.

In addition to working with her government contractor clients in the private sector, Ms. Fairchild provides pro bono services to the Small Business Administration's SCORE program and Small Business Development Center to assist their constituents in learning about marketing to the federal government, specifically via the GSA Schedule. Ms. Fairchild's knowledge and renown have reached the federal government's procurement community itself and has led to invitations to moderate training sessions at agencies such as the U.S. Department of Veterans Affairs to instruct in improvement and implementation of contracting best practices from the agency side. It is this breadth of experience and exposure which allows Global Services to successfully negotiate the federal procurement marketplace for its clients.

Graduate, Goldman Sachs 10,000 Small Business Program Graduate 2018
Honoree, Enterprising Women Award 2017
Honoree, Women Impacting Policy's 2016 Founder's Award
Graduate, SBA Emerging Leaders Program 2015
Honoree, SmartCEO's 2015 Brava
Honoree, MEA Magazine's 2011 50 Women of Influence and Power
Honoree, Washington Business Journal's 2009 Women Who Mean Business Awards - Rising Star
Honoree, The American Small Business Coalition 2008 Member of the Year

Ms. Fairchild holds a bachelor's degree in Economics from Georgetown University.