



April McGill

Manager, Federal Accounts



Ms. McGill is currently the Manager, Federal Accounts at the Institute for Defense and Business (IDB). In this role, she is responsible for both developing new and managing IDB's existing relationships with both government as well as corporate partners. Through these relationships, she works to match IDB educational opportunities with identified professional development needs among partner organizations.

Prior to assuming her current duties, Ms. McGill served as Program Associate in support of the Center for Stabilization and Economic Reconstruction (CSER) from October 2007-October 2008. As the Program Associate, April supported the CSER Executive Director in the delivery of multiple pre-deployment roundtables for deploying troops, as well as week-long executive education programs. April then was transferred to serve as the Program Associate in support of the Log21: Logistics for the 21st Century (Log21) program from June 2008-August 2010. April was instrumental in the inaugural Log21 in both designing the curriculum and recruiting participants for the course, and effectively assisted in molding the program into the premier curriculum for early career logisticians. April then transitioned to serve as IDB's Military and Industry Outreach Associate from 2009-2011. Here, April was tasked with assisting the Director of Industry Relations with the development and launching of outreach, marketing, and advertising efforts, as well as identifying prospects for IDB's educational courses, and generating the demand necessary to populate these classes. In this position, April successfully grew government participation across IDB's programs.

Ms. McGill is also involved in numerous other activities and programs within IDB, and recently developed ECHO, a social, networking, professional development, and community outreach group, designed for IDB's early career employees. April currently serves as the chairman for this initiative.

Outside of work, Ms. McGill has been actively involved in the Junior League of Durham and Orange Counties. In Junior League, she has spent time assisting with volunteer community projects, and has served on the "Kids in the Kitchen" Committee.

April received her B.A. from Clemson University in 2003 with a degree in Political Science and a Minor in Speech and Communications, and is currently pursuing her IU-UNC LogMBA degree.