



# *Biography*

DEFENSE COMMISSARY AGENCY  
1300 E Avenue, Fort Lee, Virginia 23801-1800

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## ***Willie Watkins*** **Director, eCommerce Directorate**

Willie Watkins is the director of the eCommerce Directorate for the Information Technology Group for the Defense Commissary Agency headquartered at Fort Lee, Virginia. He is responsible for directing all activities related to internet commerce throughout the 236-store enterprise. His selection was effective Aug. 28, 2022.

Prior to his appointment as eCommerce director, Mr. Watkins wore two hats for several months, serving as the eBusiness chief and acting eCommerce director. During this time period, he led the development and implementation of Commissary CLICK2GO, the agency's online ordering, payment and curbside pickup service. He managed and directed the deployment of new eCommerce software to all commissaries globally that enhanced DeCA's digital shelf, online stock assortment, and Agency wide field support for eCommerce related issues and concerns.

From April 2021 to January 2022, Mr. Watkins served as an enterprise planning specialist supervisor, part of the leadership oversight that coordinated the deployment of Enterprise Business Solution (EBS) technologies that integrated and streamlined the agency's business processes.

As deputy area director for East and Central areas from January to April 2021, Mr. Watkins supported operational activities along the northern and southeastern United States. He managed and directed HQ commissary management specialist staff in support of daily operational activities and field assistance that provided operational guidance, managerial support, financial analysis and HR direction for DeCA employees at over 100 facilities.

From 2013 to 2021, Mr. Watkins served as eBusiness chief for the agency's Sales, Marketing and Policy Group, where he led the development and implementation of DeCA's first testing of an online ordering and curbside pickup service.

Mr. Watkins served from 2008 to 2013 as program manager for DeCA's Guard and Reserve On-Site sale outreach initiative. In this position, he provided guidance, oversight and logistical support for Guard and Reserve on-site sales throughout the continental U.S., Alaska, Hawaii and Puerto Rico.

After retiring from the Air Force in 2004, Mr. Watkins joined DeCA's civilian workforce, serving as store manager, first at Wurzburg, Germany, and later at Langley Air Force Base, Va. In 2006, he began a two-year tour as a store director at the Harrison Village Commissary in Indianapolis, Ind.

Mr. Watkins served in the Air Force from 1984 to 2004 Performed commissary operations and accountability duties as a subsistence operations technician in the Air Force Commissary Service (AFCOMS) from 1984 to 1994. He was also an enlisted recruiter from 1994 to 2004, where his responsibilities included recruiting, screening and qualifying personnel for entry into the United States Air Force. He was selected as the Enlisted Accessions Recruiter of the Year for the state of Indiana in 1995.



### **EDUCATION**

2011, Master's degree in business administration, Averett University, Danville, Va.

2002, Bachelor's degree in organized management, Oakland City University, Oakland City, Ind.

### **CAREER CHRONOLOGY**

January 2022 - August 2022, Chief of eBusiness Division and later acting director of eCommerce Directorate, DeCA Headquarters, Fort Lee, Va.

2021 - 2022, Enterprise Planning Specialist Supervisor, DeCA Headquarters, Fort Lee, Va.

January 2021 - April 2021, Deputy Director for East and Central, DeCA Headquarters, Fort Lee, Va.

2013 - 2021, eBusiness Chief, Sales, Marketing and Policy Group, DeCA Headquarters, Fort Lee, Va.

2008 - 2013, Branch Chief, Guard and Reserve Onsite Sale Program. DeCA Headquarters, Fort Lee, Va.

2006 - 2008, Store Director, Harrison Village Commissary, Indianapolis, Ind.

2005 - 2006, Store Manager, Langley Air Force Base, Va.

2004 - 2005, Store Manager, Wurzburg, Germany

1984 - 2004, U.S. Air Force

**AWARDS AND HONORS**

DOD CIO Award (2021)

2010 Defense Commissary Agency's Blackwell Award Nominee (2011)

Enlisted Accessions Recruiter of the Year for the state of Indiana (1995)

USAF One of Twelve Outstanding Airman of the Year (1986)

Air Force Commissary Service (AFCOMS) Outstanding Airman of the Year (1986)

*(Current as September 2022)*