

## CRAIG A. OPIE

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P&L ACCOUNTABILITY • PROCESS IMPROVEMENT • PROJECT MANAGEMENT • RESTRUCTURING

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### PROJECT MANAGEMENT DIRECTOR

*Executive leadership position with a government contracted engineering company*

#### PROFESSIONAL PROFILE

- Senior-level professional experienced in management with government organizations for 12 years.
- Highly analytical decision-maker with extensive experience in building, improving, and restructuring, along with a proven history of increasing productivity and turning around difficult situations.
- Seasoned executive with in-depth understanding of emerging technologies and their commercial applications, as well as international project expertise, having conducted projects in Europe and Asia.
- Motivated self-starter who earned multiple achievement awards and rapid advancement during early career, as well as sustained recognition for community service.

#### AREAS OF EXPERTISE

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|--------------------------------|----------------------------------|--------------------------------------|
| • Asset & Liability Management | • Negotiations                   | • Information Technology Initiatives |
| • Budget Development           | • New Project Development        | • Revenue Growth                     |
| • Building Strategic Alliances | • Operations Management          | • Tax Initiatives                    |
| • Business Start-up            | • Organizational Restructuring   | • Staff Coaching & Mentoring         |
| • Change Management            | • Product Analysis & Development | • Strategic Alliances                |
| • Project Reorganization       | • Profit & Loss Management       | • Strategic Planning Direction       |
| • e-Commerce Management        | • Profit Margin Increases        | • Team Building                      |
| • Market Strategy              | • Relationship Building          | • Training & Development             |
| • National/Regional Hiring     | • Return on Investment           | • Visionary Strategies               |
| • DOD Security Clearance       |                                  |                                      |

#### PROFESSIONAL EXPERIENCE

**CEO**, Death Star Developments, Honolulu, HI, 2019 to Present

- Responsible for the formation and licensing of Death Star Developments from vision to reality; furthermore, obtained certification to sell products and services to federal and state level government.
- Established a local presence in the State of Hawaii by meeting with board members of the State Manufacturing and Small Business committees and joining local entrepreneur clubs.
- Obtained required equipment and personnel services to develop two patent applications, an satellite's onboard processing unit ready for market, and multiple devices awaiting FCC licensing to market.

**Avionics Engineer**, Hawaii Space Flight Laboratory, Honolulu, HI, 2018 to 2019

- Designed, manufactured, and licensed computer boards, communications radios, and power systems for small and micro satellites.
- Developed Hawaii Space Flight Laboratory's radiation test processes and procedures.
- Maintained positive relations with large inter-national accounts, such as Globalstar, Unibap, Innovative Solutions in Space, and Jet Propulsion Laboratory (NASA), among others.

**Project Management Director**, US Navy, Pearl Harbor, HI, 2014 to 2018

- Increased organization's profit \$435 thousand over four years by reducing equipment and personnel losses.
- Oversaw three overseas preventative and corrective maintenance projects, requiring Strategic Planning, Design, Marketing, and Vision.
- Maintained positive relations with large national accounts, such as Lockheed Martin, General Dynamics, Eaton, General Electric, and Westing House, among others.

- Developed new procedures and workflow channels to increase productivity and equipment reliability.
- Managed successful restructuring of organization during downturn.

**Director of Personnel Indoctrination**, US Navy, Charleston, SC, 2013 to 2014

- Directed senior staff, facilitators, and general operations of \$210-million organization.
- Corrected insufficient manning of the entire US Nuclear Fleet by restructuring the personnel indoctrination and security screening process.
- Directed all facets of personnel indoctrination, including transportation and travel, Marketing, Equal Opportunity, Training and Educational Development, Human Resources and Operations.
- Reduced personnel processing cost from \$28.8-million to \$16.8-million.

**Chairman & Project Management Director**, Trident United Way, Charleston, SC, 2011 to 2013

- Oversaw recruiting, construction, distribution, and operations of 62 simultaneous projects across 35 separate locations utilizing 2083 personnel.
- Contributed to original startup team to improve community relations throughout the Southeast Region.
- Grew participation to be the largest organizational impact throughout the entire nation.
- Exceeded plans for growth, achieving donated revenue of \$1.2-million from local communities and corporations.

**Process Improvement Director & Consultant**, Submarine Association, Charleston, SC, 2011 to 2012

- Directed 6-person fundraising force in a \$500-thousand per year fundraising organization while simultaneously bolstering philanthropy in own territory from negative \$3-thousand to \$78-thousand in just three months.
- Developed repeat associates to include SPAWAR, Boeing, Cummings Diesel, Patriots Point, CiCi's Pizza, and Music Farm.

**Project Management Professional**, US Navy, Groton, CT, 2008 to 2011

- Directed 5-person team to complete 2 major preventative and corrective maintenance periods to include equipment modernization.
- Directed 8-person team to perform emergent Quality Assurance repairs while overseas with no contracted support crew utilizing a budget of \$22-million; the project was completed 3 days in advance and \$4-million under budget.

## **TRAINING**

**NASA Combined Space Rocket/Payload Project**, University of Hawaii, Honolulu, HI, 2019

**Organizational Equal Opportunity Manager**, Center for Naval Leadership, Pearl Harbor, HI, 2015

**Executive Leadership Course**, Submarine Training Center, Norfolk, VA, 2014

**Regional Public Affairs Officer**, American Red Cross, Charleston, SC 2013

**Master Training Specialist**, Nuclear Power Training Command, Charleston, SC, 2012

**Human Resource Management**, Nuclear Power Training Command, Charleston, SC, 2012

**Executive Level Communication**, Nuclear Power Training Command, Charleston, SC, 2012

**Project Management**, Nuclear Power Training Command, Charleston, SC, 2012

**Coaching for Results**, Harvard University, Boston, MA, 2009

## **BOARD MEMBERSHIPS**

- President, NNPTC Day of Caring (Not for Profit), 2012 - 2013
- Vice President, NNPTC Day of Caring (Not for Profit), 2011 - 2012
- President, Charleston Submarine Association (Not for Profit), 2011 - 2012