

JOHN DOE

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PRINCIPLE– STRATEGIC MANAGEMENT, DATA, METRICS & ENGINEERING PROCESSES

Engineering / Strategy / Data / Adv Manufacturing / Program Mgt. / Capture / BD / R&D / Finance / Tech Strategy / M&A

PROFILE

Demonstrated leadership success in leading cross-functional enterprise teams, competitive proposals, strategic planning, investment management, Digital Transformation and program management on diverse enterprise and cross-business area programs. Unique combination of knowledge and experience in transformation, innovation, manufacturing, design, cross BA collaboration, M&A, modeling and simulation, system engineering, strategic planning, finance, data/quantitative analytics, business processes, and technical acumen. Core competencies include:

- Strategic Planning / Innovation
- Digital Business Transformation
- M&A, JV, Divestitures, Spinoffs
- Program Management
- Capture / Proposal Management
- Analytics, Big Data & Data Science
- Strategy Development & Execution
- Customer Relations / Networking
- Concept & Business Case Development

SELECTED ACHIEVEMENTS

- ♦ Awarded NOVA (highest award in LM) for “developing and implementing the customer-focused Integrated Business Framework and its supporting Categories of Capture Excellence, which have resulted in significant improvements in the quality, discipline and execution of new business capture efforts across Lockheed Martin Corporation”
- ♦ Lead Digital Transformation IIoT Program, combining all Business Areas, EO, IT/EBS, Cyber, Supply Chain, and Production, Software Engineering, Architects, Sustainment professionals, 80+ people. Hit all major milestones.
- ♦ Lead EIT M&A organization during seamless acquisition & integration of 7 newly acquired (valued at over \$1.5B) companies into LM, paving way for \$9B Sikorsky acquisition, largest acquisition in LM history
- ♦ Developed and managed LM EBS Mergers and Acquisition organization responsible for due diligence, integration, applications / systems, compliance for newly acquired companies, joint ventures and divestitures
- ♦ Lead LM M&A Technology Integration Guidebook & Processes recognized best practice by BAs, EBS & Corporate M&A
- ♦ Nominated for second NOVA Award for Leading LM International Expansion & Awareness Campaign with LMBCA
- ♦ Lead Value Proposition, Cost Strategy and EBS Integration for CETO Digital Transformation Program (DTP)
- ♦ Lead SSC Digital Tapestry business case analysis, focus areas, project selection, & portfolio management
- ♦ Developed LM SSC Information Technology Strategic Plans and contributed to Corporate Strategy & Long-Range Plan
- ♦ 16 years of Program Management experience (+M.S. Project Management) on diverse, critical technology Projects
- ♦ Entrepreneur, founded 3 technology businesses focused on cloud / imaging, mobile, & eCommerce / big data
- ♦ Ranked in LM HR's top performing group (top 5% of workforce) for 12 of 18 years
- ♦ Co-Chair of 2800+ member LM Business Capture Association (LMBCA) coordinating operations and capture cross Business Area strategies, investments (NBAE, NBI, IRAD/R&D, CRAD/CR&D), and capture opportunities
- ♦ Responsible developed and managed the \$200M+ Space Systems Technology budget
- ♦ Highly experienced working with mission critical infrastructure, data centers, networks and cloud (primarily AWS)
- ♦ Lead manager on new business captures driving over \$7B in revenue in Intelligence/Classified, C4ISR, ISR, C2, Ground Systems, Airborne, Space, and other DoD / Government markets.
- ♦ Customer Engagement, experience entering fast paced, high pressure, politically charged, 'hostile' environment, quickly establishing relationships, delighting customers and delivering successful projects
- ♦ Vast program management, risk management, engineering, stakeholder experience on complex programs
- ♦ Experienced leading large, physical/virtual teams composed of divers, high-end industry professionals
- ♦ Deep understanding of modern portfolio management, developed and implemented portfolio management system
- ♦ Developed most downloaded Mobile App in LM – LM News / #LMNow
- ♦ Current U.S. Department of Defense (DoD) Secret level clearance, TS/SCI Clearance within reactivation window

PROFESSIONAL EXPERIENCE

Lockheed Martin (LM) Corporation, Denver, CO**2001 – Present****Principal Engineer – Strategic Management, Data, Metrics & Eng. Processes 12/2019-Present**

Leading RF Center of Excellence (CoE) to product center transformation through applying strategic management, data, and systems. Lead metrics development for all Leaders and their direct reports. Leading CoE Common Metrics.

- Worked with leaders to define 275+ metrics across RF CoE and create dashboards/visualizations/automations/tools
- Driving CoE Transition effort to shape RF CoE positions on design, budget, make/buy, vendor, teaming authority
- Leading Common WBS and Recipe book projects to create standard engineering processes from Capture to Delivery
- Leading Common Metrics team to define metrics across Bus/Op/RF CoEs and developed dashboards/visualizations

Engineering Manager – IIoT, Digital Transformation, & Engineering Tools Strategy 2/2016-12/2019

Program Manager for Build Team / Industrial Internet of Things (IIoT) Program to connect and integrate manufacturing environments security across all Business Areas. Lead Strategy development and execution for Enterprise Applications, Digital Transformation Program (DTP), and Engineering Tools. Founding member and principle integration lead for Digital Transformation. Leads cross-BA Digital Transformation Community of Practice and Cross BA / Cross Functional Area Engineering Tools Strategy Team.

- Program Manager for Industrial Internet of Things (IIoT) Experiment to develop LM's first enterprise wide IIoT
- Leading IIoT Program, combining all Business Areas, EO, IT/EBS, Cyber, Supply Chain, and Production, Software Engineering, Architects, Sustainment professionals, 80+ people.
- Vast experience with all LM Business Areas, LM organizations, LOBs, programs, strategies, and growth strategies
- Innovated EBS Experiments lead integration with FEP
- Lead EIT Experiment concept development, business case development, financial modeling, and project selection
- Lead DTP Value Proposition development, Financial modeling, portfolio management, and project selection process
- Lead DTP / EIT Strategy Development and Integration and primary interface for two organizations. Ensured and investment optimization, portfolio management, and inter-organizational facilitation / communication
- Lead Cross BA Engineering Tools optimization team resulting in \$25M+ in savings

Finance Manager – Strategy, Mergers & Acquisitions, and Operations 4/2011-2/2016

Lead LM Enterprise Mergers & Acquisitions, Joint Ventures organization. Successfully integrated 7 new companies (\$1.5B) into multiple LM Business Areas, established multiple Joint Ventures, supports Corporate Strategic Development on strategic initiatives. Responsible for new business management, captures, Probability of Win optimization, and investment strategy. Manages \$200M budget and key elements of finance strategy for Lockheed Martin Space Systems Company. Current DoD Secret Clearance, previously held TS/SCI, still within renewal window to reactivate SCI clearance.

- Manages EBS Mergers and Acquisition organization. Responsible for M&A process and integration of: Zeta Associates, AstroTech, Sun Catalytix, Industrial Defender, Deposition Sciences, AMOR Group, and BEONTRA
- Responsible for large elements of Sikorsky acquisition integration and IS&GS divestiture
- Developed M&A Technology Integration Guidebook and associated processes the seamlessly integrate newly acquired companies onto LM's 50+ corporate applications / systems
- Manages \$200M+ SSC EIT Business Partner agreement to within 1% of target.
- Manages business case development, prioritization, optimization and funding
- Model, assess, and drive investment strategy. Works valuation, financial analysis, value assessment, and portfolio modeling. Develops models, tools, techniques enabling organization to optimize investment strategy.
- Works in a big data environment with access and responsibility for analysis of vast amounts of complex financial data. Analyzes, fuses data from multiple sources to assess health, trends, and develop material for executive decisions
- Clearly communicates complex financial and technical concepts influencing decision makers and executives
- Drives affordability with SSC and IS&GS through advanced financial modeling, data integration, and analysis resulting in a 2014/15 plan that will continue performance while taking a 5% affordability challenge
- Single point of contact for information technology portfolio, risk, opportunities, financials, and demand management
- Broad and deep technical knowledge regarding new technologies, infrastructure, and applications. Researches new and emerging technologies and how they can benefit LM.

Strategy & Technology Manager – Lockheed Martin Space Systems Company 3/2008-4/2011

Lead development of IT Strategic Plan (ITSP). ITSP employs unique methods incorporating Value Proposition and Customer Development models resulting in the fundamental shifts in SSC's strategic planning process and a model strategic planning framework. ITSP has been presented at domestic and international conferences and endorsed by Dr. Kaplan and Dr. Norton, founders of the Balanced Scorecard Strategic Planning Methodology.

- Innovated Customer and Mission Understanding concept within IT enabling strategic imperatives to be understood, communicated, and have optimal solutions developed. Developed models to analyze and assess investment in initiatives toward business objectives.
- Researched, analyzed, and synthesized strategic assessments of SSC LOBs and achieved solid understanding of SSC capabilities, objectives, programs, and SWOTs. Highly valued as a leader, strategic thinking, financial modeling, creativity, high energy, drive, teamwork, quick learning, and ability to deliver critical, complex products on time.
- Introduced portfolio management concepts into ITSP. Lead project to prioritize IT investments by SSC value. Managed large database composed of disparate projects from various parts of the company. Successfully integrated SSC, SSC IT, and EIT projects into a 'super portfolio' resulting in improved project selection
- Developed key relationships with IT Leadership, Partners, Central Strategy & peers from other LM Business Areas. Shared IT Strategy & best practices throughout the corporation, academia, & industry.

Chairman, LM Business Capture Association – Lockheed Martin Corporate***8/2011-8/2019***

Co-Chair of LM Business Capture Association (LMBCA). Responsible for operations of 2800+ person organization consisting of LM's top BD, M&A, strategy, capture and technology professionals.

- Co-Chair of 2800+ member LM Business Capture Association (LMBCA) coordinating operations and capture cross Business Area strategies, investments (NBAE, NBI, IRAD/R&D, CRAD/CR&D), and capture opportunities
- Coordinates large scale acquisitions, strategy, concepts, and planning. Results in LM maintaining new business winning percentage (dollars and contracts) in the industry
- Member of LMBCA Senior Leadership Council. Responsible for strategy and new initiatives
- Comfortably relates and communicates complex concepts through all levels of the organization
- LMBCA considered strategic asset by LM Corporate Strategy and Business Development and tasked to win Focus/Priority/Enterprise Captures, develop Competitor Strategic Analysis, and Industry 4x4 Competitive Assessments

Business Development Manager – Lockheed Martin IS&GS / RMS***8/2004-3/2008***

Key member of LM New Business Capture team. Played crucial role capturing new business totaling over \$7B. Overcame fierce competition for big contracts. Developed technology strategy and integration plan for, over 55 Joint Venture (JV) projects, and over 40 large scale program startups.

- ♦ Awarded LM NOVA (highest LM award) for developing and implementing the customer-focused Integrated Business Framework and its supporting Categories of Capture Excellence, which have resulted in significant improvements in the quality, discipline and execution of new business capture efforts across the Corporation
- ♦ Experienced managing operations on over 40 large proposals. Leader on Focus and Priority programs including: JTRS, TMOS, AOC WSI, BMC2, IM&S, and UniComm. Experienced leading proposals anywhere in range from \$500K to \$1B.
- ♦ Full knowledge LM capture techniques, best practices, capture processes, and lessons learned.
- ♦ Lead BD/technology integration. Integrated systems with acquired companies, joint ventures, and customers
- ♦ Seamlessly multitasked management of 4 major projects simultaneously, equating to \$3B in potential revenue. Enabled LM programs to successfully meet internal and customer goals.
- ♦ Integrated operations and management of 6 new geographically separate business centers. Oversaw requirements and construction of these multi-million dollar centers. On-schedule and on-budget completion of these centers gave LM a competitive advantage and continues to generate top line growth.

Software Engineer – Lockheed Martin Electronic Systems / RMS***8/2001-11/2004***

- Lead Requirements Engineer on \$500M+ franchise program. Responsible for soliciting, gathering, managing, requirements for multiple internal and external stakeholders throughout multiple product lifecycles. Developed and managed the requirements process and software concept development.
- Worked Foundation IRAD to research, analyze and establish enterprise architecture for Mission Systems business unit. Familiar with DODAF, TOGAF, LEAF, Zachman and other architectures.
- Developed system engineering processes enabling traceability, operational effectiveness, and mission success resulting in 95%+ award fees and increased customer satisfaction.
- Lead system engineer on IADM2, one of LM's 'tip of the spear' international efforts in the UK. Relocated to England and developed system engineering, requirements management, and technical specifications for this strategic project. Partnered with complex and challenging customer set to drive program. Responsible for startup success.

EDUCATION & TRAINING & PERSONAL**George Washington University, Washington DC**

M.S., Project Management – 2008

University of Colorado, Colorado Springs

B.S., Business Admin. Mgt Info Sys & Finance – 2001

LM NOVA Award Winner, ELDP Graduate, LM BD Leadership Program Graduate, Trained Capture Manager / Proposal Manager / Program Manager / EVMS / LM21, Certified Green Belt, Developed LMNow Mobile App, Founded 3 companies