**Howard Firestone Reitz**

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experience

**General Dynamics,**

Manager, Assistant Manager, Strategic Planning, M&A, 2008 – Present,

Assisted directly the General Counsel and Chief Financial Officer in advising the President of a ≈$5 billion advanced systems engineering division of a $30 billion Fortune 500 Aerospace & Defense company on corporate development. Coordinated with outside counsel, and target bankers.

Responsible for leading the acquisition screening process. Researched adjacent growth markets, identified segment leaders, conducted capability exchanges, formulated investment theses, prepared the business case, conducted due diligence, obtained anti-trust and regulatory approvals, and managed the integration team.

Major accomplishments included identifying, processing, and closing the acquisition of a $500 million publically traded manufacturing company, a divestiture of a 20% minority share in an integrated chip manufacturing company, and restructuring of a 100% wholly owned autonomous robotics subsidiary. All transactions were accretive to earnings.

**Robotic Systems,**

Manager, Assistant Manager, Strategic Planning, 2008 – 2009,

Assisted the Vice President of a leading autonomous navigation division of a Fortune 500 Aerospace & Defense company on evaluating alternative futures for the business.

Responsible for leading a team to develop a growth plan for the business. Evaluated the market position, overhead and rate structure, identified adjacent growth markets, and recommended a set of strategic options designed to improve top line revenue and bottom line return on invested capital.

Major accomplishments included developing a new product applications. Identified opportunities to sell the company’s software systems to new end markets. Determined market attractiveness, ease of market entry, and investment required. Positioned for top line growth and improved bottom line profitability by 50%.

**Rockwell Collins,**

Assistant Manager, Strategic Planning, Marketing, 2005 - 2007,

Assisted the Vice President of a ≈$1 billion services division of a Fortune 500 Aerospace & Defense company that specialized in satellite communication and navigation systems on strategic and financial planning.

Responsible for leading the annual strategic planning process that included forecasting total and addressed market size, identifying new customer requirements, developing product and service line road maps and prioritizing R&D required.

Major accomplishments included quantifying the size of the addressable service market, developing a customer segmented approach to growing market share, and identifying $50 M p.a. in new opportunities for technology insertion to grow the total size of the addressed aftermarket.

experience

Rockwell Collins,

Assistant Manager, Strategic Planning, Marketing, 2005 - 2007,

Assisted the Vice President of a ≈$1 billion training division of a Fortune 500 Aerospace & Defense company that specialized in satellite communication and navigation systems on strategic and financial planning.

Responsible for leading the annual strategic planning process that included forecasting total and addressed market size, identifying new customer requirements, developing product and service line road maps and prioritizing R&D required.

Major accomplishments included quantifying the size of the addressable service market, developing a customer segmented approach to growing market share, and identifying $50 M p.a. in new opportunities for technology insertion to grow the total size of the addressed aftermarket.

Satellife Systems,

Consultant, Social Enterprise Non Profit, 2004 - 2004,

Assisted directly the Director of a Boston based social enterprise founded by Dr. Bernard Lown a Nobel Prize winning physician that provided satellite communications for physicians based at academic teaching hospitals in developing countries on strategic and financial planning.

Responsible for leading the evaluation of the service delivery model. Interviewed key stakeholders including board members, the founder, and executive team regarding evolution of the non profit and objectives for the future. Prepared a summary of strategic alternatives for discussion.

Major accomplishments included the development of a new service delivery model that created partnerships with major hardware and content providers while transforming the business from infrastructure provider to a broad based user community.

Gemini Consulting,

Associate, Consultant, Management Consulting, 2000 - 2003,

Assisted directly the Director of Strategy of an affiliate of a London based information and communications consulting firm in delivering executive level consulting engagements including strategy, business process reengineering, and organization design. Worked in six countries on two continents.

Responsible for the formulation and delivery of major consulting engagements under performance based contracts. Led interviews and data collection, hypothesis development, and diagnostic testing including business unit portfolio analysis, growth share and experience curve analysis, and economic value added analysis.

Major accomplishments included the delivery of major consulting engagements such as a growth assignment for a futures exchange company, the restructuring and turnaround of a major retail company, and the transformation of a government owned satellite communication company.

education

Harvard University,

Advanced Management Program in Negotiation,

Completed an Advanced Management Program in Negotiation. Also, completed Oxford University’s Negotiation Program taught by faculty of the business school. Course work at both programs included individual case studies and team based simulations.

University of Pennsylvania,

Masters of Business Administration in Finance,

Completed a Masters of Business Administration degree in Finance. Course work included corporate finance, accounting for acquisitions and consolidations, and taxation. Winning team member of Citibank trading simulation. Research Associate in Finance at the Harvard University.

Northwestern University,

Bachelor of Art in Economics,

Completed a Bachelor of Arts degree in Economics. Course work included applied economics, mathematics, statistics and econometrics. Completed research in industrial organization. Grade point average. 3.70/4.00. Economics. 3.65/4.00 Overall: Omicron Delta Epsilon, Economics Honorary Society.