

# Christopher Mance

## Senior Staff Procurement Engineer

Moorestown, NJ - Email me on Indeed: [indeed.com/r/Christopher-Mance/cfedb799e8575028](https://www.indeed.com/r/Christopher-Mance/cfedb799e8575028)

### WORK EXPERIENCE

#### Senior Staff Procurement Engineer

Lockheed Martin Corporation - June 2003 to August 2013

Lockheed Martin (LM) Mission Systems and Training (MST)

MST (LM US Naval Command, Control, Communication, Computing, Surveillance Intelligent Radar (C4SIR) provider) sourcing leader for compliance to the European Union REACH (Registration, Evaluation, Authorization and Restriction of Chemical substances) requirement, Counterfeit Parts, Small Business Innovation Research (SBIR), Small Business Technology Transfer (STTR) program, Mentor Protégé, Conflict Minerals and Customs-Trade Partnership Against Terrorism (C-TPAT) activities.

Primary responsibility was early sourcing involvement with engineering; identify sourcing issues at design reviews, subcontract and commodity supplier management, risk assessments and management. Small business and university research technical leader. MST sourcing leader for negotiating supplier teaming agreements and Proprietary Information Exchange Agreements and Independent Non-Advocate Reviews for research and development projects.

Chaired the LM Engineering Process Improvement (EPI) Commercial Technology Insertion (CTI) process group where several major corporate documents were developed for multi-million dollars year-over-year saving:

- Parts Management Plan
- Obsolescence Management Plan
- Technology Refresh and Technology Road Mapping Methodologies

A \$77 million total savings white paper that was developed by the CTI team to support a three year pilot program to consolidate category management at nine sites was presented and accepted by LM Corporate executives

Program Manager for LANCER (Lockheed Martin Nanotechnology Center of Excellence at Rice University,

This responsibility included the creation of a concept of operation plan, a Memorandum of Agreement (MOA), a financing structure, public announcement plans, IRAD projects identification plan and the development of project statement of works. Managed one million dollars plus in annual research activities. Organized and monitored research projects, developed an annual LANCER conference with selected universities.

Co-Chaired the Department of Defense Small Business Nanotechnology for Defense Conference

Lockheed Martin Corporation - 1991 to August 2013

#### Staff Procurement Engineer

Lockheed Martin Corporation - 1998 to 2007

Lockheed Martin (MAC-MAR)

Project leader for MAC-MAR's technology road mapping (the understanding of current and future technology spend analysis, supply base requirement, and strategy for category management) initiative. Developed over 10 different road mapping projects; each project produced multi-million dollar cost savings in real dollars. Cost savings includes money saved through contract negotiations and buying efficiencies. To align R&D efforts with high-priority needs for LM and its suppliers, managed efforts with engineering to create a shared vision, and a framework for cooperative technology development. This concurrent engineering effort simplifies and reduces the number of components in designs. The connector technology supply base was reduced from 202 suppliers to 100 suppliers. Tools used were: RFI, RFP, risk analysis, internet research, value stream mapping, and lean six-sigma assessments with suppliers and creative forms of contracting.

Lead member for the development of LM's Performance Based Agreements (PBA) a new way of contracting with suppliers that looks at total cost of ownership. This new approach was applied to the two technology categories and succeeded in maintaining a flat spend cost for five years when all other categories increased.

During this time I received several LM Corporate and DoD customer honors.

### **Manager of Technology Engineering**

Lockheed Martin Corporation - July 2002 to June 2003

Lockheed Martin (MAC-MAR)

Managed 10 supplier quality engineers to develop a new Supplier Fix or Delete Process, and a new risk assessment process that created an efficient right size supply base to maintain on time delivery of high quality electrical, electronic, electro-mechanical, information technology (IT) and mechanical products.

### **Staff Engineer**

Lockheed Martin Corporation - 1994 to 1998

Lockheed Martin (Missiles & Space)

Planned and implemented engineering design activities and staffing projections for the design and testing of military and commercial satellites. I was the lead engineering integration team leader for East Windsor, NJ plant closure (the business transition to Newtown, PA and Sunnyvale, CA). In the Systems Integrity organization, Responsible for the integrated engineering /manufacturing schedule for the A2100 satellite program and scheduling of EMI/EMC/ESD testing for all programs.

In the electrical design organization, I was responsible for all the magnetic piece part design and test requirements. I was the task leader for the Air Force Ballistic Missile Defense (BMD) Fuze assembly Diminishing Manufacturing Sources (DMS) contract. This responsibility required me to perform studies to define options to DMS for all parts in the Mk12A and Mk21 long range missile arming and fuzing assemblies. Studies included parts re-qualification, alternate vendors, substitute parts and emerging technologies. It also included identifying options and alternatives for design changes, procurement schedules and cost.

### **Senior Systems Engineer**

Lockheed Martin Corporation - 1991 to 1994

General Electric (SSD/M&DS)

Managed the development and coordinated the survivability/environments standards and systems requirements for the Air Force BMD Program (Systems of Systems) community by utilizing the Requirements Driven Development (RDD) design tool.

## EDUCATION

### **MS in Engineering Management**

Drexel University

### **BS in Electrical Engineering**

Western Michigan University

## SKILLS

Project Manager, Systems Engineer, Procurement Engineer, Staff Engineer

## LINKS

<http://www.linkedin.com/in/christophermance>

## ADDITIONAL INFORMATION

An award winning senior manager with experience leading multi-functional teams and working knowledge in sourcing, design, systems, parts and quality engineering. I'm able to deliver both tactical and strategic results in sourcing, project management, and engineering.

- Technology and Process Road-Mapping
- Supplier Management
- Lean Six Sigma
- Team Building
- Presentation Skills
- Proficient in project management (MS Project), process mapping (MS Visio) and productivity (MS Office Suite) software