

### CAREER PROFILE

Dynamic leader with sharp business acumen offering extensive Aerospace Technologies experience in management, business development, project administration, and technical background in government and commercial contracts. Areas of Specialization include:

*Program Management/Administration*  
*Operational/Fiscal Performance Optimization*  
*Proposal/Program/Technical Content Analysis*  
*Billion Dollar Contracts Management*  
*Client Relations*  
*Licensing/Regulatory Issues*  
*Procurement*

*Proposal Development*  
*P&L/Multi-Billion Budget Administration*  
*Presentation/RFPs Development*  
*Electro-Optical Instrument Development*  
*Major Subcontract Management*  
*Risk Management*  
*Cost Controls*

### KEY ACHIEVEMENTS

- Have spearheaded projects for *key contract accounts* including NASA Goddard Space Flight Center, NOAA's National Environmental, Satellite and Data Information Systems (NESDIS), Lockheed-Martin Space Systems, Alcatel Space NA, Raytheon-Santa Barbara Remote Sensing, Raytheon-Information Technology, DRS Technologies, and Space Systems/Loral.
- Extensive experience in facilitating high-profile Geostationary Operational Environmental Satellite (GOES) I-M NASA/NOAA program as well as the Japanese Ministry of Land, Infrastructure and Transport Multifunctional Transport Satellite (MTSAT-1R) program; Proposal Manager for GOES N-Q and MTSAT-1R programs.
- Supported GOES-R Space (NGST) and Ground Segment (Raytheon Aurora) prime contractor candidates in senior advisory role from beginning of study cycle (BAA) through final proposal submission.
- Proactively collaborated with multi-national, multi-cultural teams in driving GOES I-M, MTSAT-1R, Arabsat, and INSAT-1 programs.
- Successfully led GOES I-M program, spacecraft orbital lifetime exceeded contract requirement by average of 4 years per spacecraft; major contributor to development of payload instruments, Imager /Sounder and SEM.
- Applied superior leadership skills on GOES I-M achieving 97% award fee scores for GOES K, L & M.
- Addressed and resolved International Traffic in Arms Regulations (ITAR) related licensing conflicts through proactive interactions with Office of Defense and Trade Controls (ODTC) and Defense Threat Security Agency (DTSA).
- Led major segment of India's INSAT-1 program targeting meteorological data and C-band television relay needs of thousands of remote Indian villages
- As Deputy Program Manager of Arab Satellite Communications Organization's \$115M Arabsat program, surpassed 17% profit goal, achieving 22% profit margin.
- Member of multiple Gold Teams for prime contractor major proposals/studies
- *Outstanding Personal Achievement Award, NASA/GSFC; 2000.*
- *Major Contractor of the Year, NASA/GSFC; 1999.*
- *Best Subcontractor, General Electric Company; multiple awards.*
- *Best Subcontractor, RCA Astro Electronics Division; multiple awards.*
- Granted United States Patent 4,746,976, "Star Sightings by Satellite for Image Navigation"; 1988.
- Published in Proceedings of SPIE, Vol 5171, Feb 2004, "Accommodation of the Solar X-Ray Imager on the GOES-12 Spacecraft"

### PROFESSIONAL EXPERIENCE

Brevard Technical Management, Inc.  
**President/Owner** (2002-Present)

- Successfully launched and operate technical consulting firm supporting clients (see above) in defining and executing business development strategies, preparing winning proposals, evaluating and creating technical presentations, optimizing management of programs and engineering processes, subcontractor management and reviewing internal program performance.

*Professional Experience Continued...*

Space Systems/Loral

1975-2002

**Executive Director**, Meteorological Satellite Programs (1997-2002)

- Instrumental in generating \$1.5B sales for Space Systems/Loral as key player in GOES I-M and MTSAT-1R programs, with full profit and loss responsibility for both projects.
- Strategically developed acquisition plans and customer interface initiatives supporting Marketing in acquiring GOES, MTSAT and related contracts; applied expertise toward developing risk management approaches.

**GOES I-M Program Manager** (1997-2002)

- Successfully managed the production, I&T and LV integration of the GOES K,L & M spacecraft.

**MTSAT-1R Program Manager** (1999-2002)

- Effectively collaborated with subcontractors from the U.S., Japan, France, Sweden, Germany, Norway, Spain, and England in providing Ground Station, Launch Vehicle and Spacecraft for MTSAT-1R program.
- Applied comprehensive knowledge of technical and programmatic issues toward successfully achieving critical timelines and budgetary guidelines in spite of unanticipated export license constraints.
- Successfully specified, procured and managed FFP subcontract with Raytheon SBRS for Japanese Advanced Meteorological Imager, comparable to the GOES-R ABI, for integration with MTSAT-1R.

**Executive Director**, International Space Station Program (1996-1997)

- Total program responsibility for delivery of ISS Power Subsystem to Prime Contractor.

**GOES Deputy Program Manager** (1985-1995)

- Technical, cost and schedule management of all Payload subcontracts including the highly successful Imager and Sounder.

**Deputy Program Manager** (1975-1984)

- Progressed to manage the Arabsat Program, working with Arab Satellite Communications Organization in collaboration with COMSAT Corporation and Alcatel, with accountability for delivering all spacecraft subsystems to Alcatel for integration and testing on the Alcatel bus.
- Led development and production of all electronic subsystems, RF subsystems and the visible/infrared imager for India's INSAT-1 program.

*Prior Experience***Sounding Programs Director**, Barnes Engineering Company**Honorable Service and Discharge**, US Army**EDUCATION****BSEE**, Fairfield University/City College of New York**Graduate Level Business and Finance Courses/Seminars**, Varied Sources**PROFESSIONAL AFFILIATIONS**

Member, American Institute of Aeronautics and Astronautics

Member, American Meteorological Society

Member, IEEE