
Resume

Award Winning Innovator

Proven, award winning technology development leader, with thirty years of R&D engineering, management, and business development accomplishments, is seeking a challenging position in an aerospace/defense firm. Broad diversity of experience in aerospace, Internet, automotive, medical product and technology development that strategically targeted new niche markets to increase market share and profit-making sales. Successfully planned, proposed, and conducted multimillion dollar R&D development programs.

Career Highlights

- As Vice President of engineering startup InterWeave, opened up new markets in precision air drop technology (replacing parachutes) and advanced air-to-air missile steering.
- Pioneered propulsion technologies that have resulted in over \$50 million in R&D contracts.
- Awarded Aerojet R. B. Young Technical Achievement and GenCorp Technology Key Enabling Innovation Awards for *Multiple Pintle Nozzle Control System*. The technology has been selected for the Ground-based Midcourse Systems first-stage booster attitude control system (ACS) thruster pack. Technology also successfully controlled the flight of an advanced ejection seat at speeds up to 720 knots.
- Pioneered solid propulsion divert and attitude control system technology at Honeywell (formerly Garrett) that is being tested on the Standard Missile Three and has successfully flown in flight tests.
- Six patents and 20 technical papers.
- Participated in industry recognized corporate "best practices" restructuring initiatives including Business Process Reengineering, Total Quality Management, Continuous Improvement Processes, Risk Assessment, Proposal Process Systems Development, and Strategic Business Development.
- Team Leader of IPT Team that won numerous awards as "Team of the Year."
- VP of SAFE, an international industry organization for safety equipment. Upgraded website for this international trade association to increase member utility and increase worldwide exposure. Developed "Technology 2010 Initiatives" as Chairman of the Science and Technology Committee that will help chart future direction of SAFE.

Education

New York University	1967-1973
<ul style="list-style-type: none">• Bachelor of Engineering, Mechanical Engineering• Bachelor of Science, Physics	
Catholic University	1973-1978
<ul style="list-style-type: none">• Master Degree Studies, Mechanical Engineering	
National University	1993-1994
<ul style="list-style-type: none">• Master of Business Administration Studies, Finance	

Addendum: Summary of Qualifications

Orbital Sciences

Phoenix, AZ

Manager, Propulsion Engineering Components

2003-Present

Managing functional engineering group of 20 engineers and two engineering aids. Responsible for all propulsion components (motors, pneumatics, and ordnance). Motors include Orion motors for GMD, Pegasus, Taurus, etc., and GFE supplied boosters such as Minuteman, Peacekeepers, and Mk-70. Reorganized group around teams to streamline and strengthen support, utilizing mentoring by older senior engineers.

InterWeave, Inc.

Folsom, CA.

VP, Engineering Programs

2001-2003

Focused on building InterWeave's (a software and engineering startup) engineering expertise and client base. Developed a network of engineering consultants that supported InterWeave's engineering programs. Profitable engineering sales that grew to 70% of InterWeave's sales in 2002.

- Co-developed concept, developed proposal strategy, and managed winning proposal to DARPA 2003 Tactical BAA entitled *Precision Lightweight Autorotating Air Delivery System (PLAADS)* to develop a new method of accurately dropping supplies to military personnel in a combat zone. Contract to begin in July 2003
- Developed proposal strategy and co-wrote SBIR proposal entitled: *Coupled RJC/Fin Actuator Design with Thrust Magnitude Control for Tactical Missile Advanced Steering Technology*. Contract awarded in June of 2003.
- Co-wrote SBIR proposal entitled: *Air-Slew Package Tactical Air-to-Air Missiles* that was awarded in June of 2002. Program was successfully completed in May of 2003.
- Proposed and successfully managed *J2 Server Shelter Design for CenCom Mobile HQ* contract from Raytheon. Project was completed on time and within budget.

VP, Marketing and Business Development

2000 - 2001

Co-founder of soccer Internet startup RockFamilySports™, an early stage B2B2C startup aimed at the worldwide soccer market. Developed business and marketing strategy designed to capture the B2C vertical niche markets of referees, coaches, and players, and the B2B market of leagues and teams. Also was responsible for creating business alliances with co-marketers, strategic partners, and strategic suppliers.

Aerojet

Sacramento, CA

Program Manager/Team Leader, Crew Escape Systems

1992-2000

Team Leader of the multi-functional Integrated Product Team tasked with the Ejection Seat Propulsion niche market capture and product development based on patented propulsion technology. Over \$15M in CR&D funds.

- Proposed and successfully managed \$4.2M NACES P³I Technology Demonstration Program
- Proposed and successfully managed the \$7 Million 4th Generation Technologies Demonstration Program that included a successful flight test program that earned 11% incentive fee award.
- Developed the time-to-market based strategy to develop the MAXPAC ejection seat upgrades in order to create a new market opportunity for Aerojet's proprietary and patented propulsion control technology. Won \$5 Million in government R&D funding including a NACES upgrade demonstration program.

- Developed the strategy for pursuing creative funding sources that included a combination of technology licensing to the Japanese and congressional plus-ups to finance seat upgrade initial development.
- Worked with Aerojet marketing and lobbying to add ejection seat R&D funds into the congress budget for three consecutive years

Advanced Technology Program Manager

1989-1993

Solid Divert and Attitude Control Systems (DACs)

Recognized the unique capabilities of Aerojet's proprietary controllable solid propulsion technology and directed Aerojet's entry into the "Star Wars" Kill Vehicle Interceptor solid propulsion control system niche market in response to defense industry downturn and the need for new business in the early 1990's. Responsible for both technical and business development in this targeted market area as well as strategic planning during early years of development. Focused the Aerojet engineering approach into a patented concept that fully utilized Aerojet proprietary technology. Worked with engineering team to create the Multiple Pintle Nozzle Control System that is currently being used in the National Missile Defense Program.

Development Process Council

1995-1997

Voluntary part-time assignment as product sector representative on a team of functional managers from Operations tasked to work on company's business process re-engineering. Team objective was focused moving towards a team-oriented culture, concentrating on the product development and technology processes. Efforts included working on teams for proposal development and risk assessment process development, quality assurance process refinement, Technology 2020 ("Blue-Sky" Technology), and program management training. Was also involved in ISO 9000 enactment.

Universal Propulsion Company

Wholly owned subsidiary of Goodyear
Phoenix, AZ

Senior Project Engineer

1987-1989

Charged with the mission to infuse new technology and to direct entering a new, market for this company as their traditional markets decreased with defense downsizing. Traditional products included rocket devices made in small quantities with reliability as the driver, while the new market was more commodity oriented, with price as the driver. Challenge involved changing corporate culture as well introduction of technologies and low cost methodologies. Responsible for new business and product development.

Garrett Pneumatic Systems

Now wholly owned subsidiary of Honeywell
Tempe, AZ

Senior Development Engineer

1982-1989

Directed to focus on the enterprises' entry into the growing control solid propulsion control system market. Created a unique lightweight concept for "Star Wars" Interceptor solid propulsion control system technology that gave Garrett a dominant position. Proposed and served as lead on smart artillery projectile propulsion control system that very short development time for this flight demonstration program, nine months from conception to flight. Successful flight test 10% under budget.

Bowles Fluidics

Columbia, Md.

Manager of Research

1980-1981

Responsible for developing new products to the automobile industry that could be applied using Bowles proprietary fluidic technology. Responsible for all non-windshield washer applications. Participated on self-directed marketing and business development teams that established "best practices" products.

Tritec
Columbia, Md.

Senior Development Engineer

1978-1980

Directed the fluidic technology core competency of this start up enterprise to commercialize this innovative technology. Responsible for developing key products in aerospace, automotive, biomedical, and environmental systems.

**Indian Head Division,
Naval Surface Weapons Surface Weapons Center**
CAD/PAD Department
Indian Head, MD

Mechanical Engineer

1973-1978

Engineer responsible for all facets of project engineering including scheduling, budget, and marketing in a rapidly expanding Strategic Business Unit. Established systems for ejection seats, bomb racks, and device launchers from aircraft. Developed modeling code for bomb racks and propellant devices that is still in use today.