

AVIATION INDUSTRY CONSULTANT

Focus of Interest: Part-time Position for Military, Civil Air Transport and Business Jet Aviation

Results-oriented, dedicated and dynamic professional with more than 30 years of strong experience in military, civil air transport and business aviation avionics and mechanical subsystems marketing and product support. Proven success in identifying new markets and product applications and resolving inefficient procedures and processes. Adept at completing demanding projects within strict deadlines, with outstanding talent in personnel management, team building and optimizing individual and group productivity. Possess excellent communication, organization, troubleshooting and documentation skills, with exceptional ability to build rapport with people of diverse cultures and backgrounds.

CORE COMPETENCIES

- ✓ Program and Project Leadership
- ✓ Strategic and Tactical Business Planning
- ✓ Aerospace Maintenance Engineering
- ✓ Continuous Quality Improvement
- ✓ Team Coaching and Mentoring
- ✓ Personnel and Logistics Management

SELECTED ACCOMPLISHMENTS

- ❑ Successfully won the F-35 electric power system (EPS) award and defended award against two attempts by competitors to displace Hamilton Sundstrand. Program valued at over \$4 billion in revenue. Recognized by the customer as Outstanding Supplier of the Year for the F-35 EPS.
- ❑ Successfully achieved the environmental control system upgrade award for the Citation X business jet. The upgrade improved system reliability and reduced warranty costs thereby improving profit margins for the company.
- ❑ Achieved continuing awards for the development of a new technology micro-turbo jet engine. This provided CRAD funding for the company, which resulted in winning two missile propulsion system programs.
- ❑ Displaced the incumbent for the USMC H-1 upgrade program auxiliary power unit while maintaining market pricing.
- ❑ Won and managed the F-16 radar reliability improvement warranty contract for Westinghouse Electric Company. Successfully improved the reliability of the F-16 radar making it the first tactical fighter radar to exceed a 100 hour mean time between failure minimizing Westinghouse and customer repair costs.
- ❑ Selected as the first avionics maintenance officer for the USAF E-3A Airborne Warning and Control Aircraft (AWAC). Led the site survey team of European airfields for location of the first AWAC operational site in Europe.
- ❑ Skillfully negotiated with the E-3A radar manufacture to resolve reliability shortfall of the radar system, resulting in significant reliability improvements of the system and reduced maintenance manpower costs.

PROFESSIONAL EXPERIENCE

MARKETING MANAGER, HAMILTON SUNDSTRAND, Fort Worth, TX

1996-Present

- ❑ Serve as regional manager and oversee both military and business aviation customer accounts for all product lines.
- ❑ Manage, nurture and establish positive relationship with customers' executive management, program management, engineering and procurement teams to win and sustain programs and to resolve conflicts.
- ❑ Provide and administer authoritative direction to functional managers to successfully guide major program pursuits utilizing a thorough knowledge of customer requirements and strategic planning.

HIGHLIGHTS:

- Won several major programs through executing effective and direct customer negotiations, understanding customer needs, organization and corporate culture, and encouraging senior management involvement as necessary.
- Managed and won the F-35 electric power system program for Hamilton Sundstrand and doubled the original development contract value through additional awards for system upgrades.
- Successfully negotiated changes to the contract terms of F-16 electrical generating system to terms more favorable to Hamilton Sundstrand which improved profit margins.
- Administered the displacing of incumbent for the auxiliary power unit on the USMC H-1 helicopter upgrade program improving market share while protecting Hamilton Sundstrand's market pricing.

OWNER, MANUFACTURERS' REPRESENTATIVE, JCDI, Bedford, TX

1995-1996

- ❑ Productively managed an independent consulting company and functioned as regional representative for clients in the aerospace, electro-optical surveillance and security, and industrial equipment industries.
- ❑ Strategically implemented effective sales and marketing strategies, and introduced clients' products and services to new markets resulting in increased sales and profitability of client companies.

HIGHLIGHTS:

- Successfully operated a profitable business.
- Won new landing gear overhaul contracts from Raytheon Aircraft and Southwest Airlines for Dowty Aerospace.
- Developed, sold and managed installation of commercial process control equipment.
- Developed the marketing strategy for a new electro-optical security enterprise.

THOMAS CLARK

Address ▪ Telephone ▪ E-mail

MANAGER, SALES AND SERVICES, WESTINGHOUSE ELECTRONIC SYSTEMS, Baltimore, MD

1982-1994

- Administered marketing and field service activities of avionics and electric power generating systems for defense and commercial aviation.
- Led and achieved new business and aftermarket support resulting in profitability and market share increase in both areas.
- Acquired exceptional experience and knowledge in major program pursuits through understanding products, capabilities and corporate culture, along with the customer's needs, organization and decision making processes.

HIGHLIGHTS:

- Established a productive relationship with the F-16 aircraft manufacturer coordinating delivery schedule and application of radar assets between aircraft production and field spares to minimize cost through optimum utilization of production assets. Won F-16 Radar upgrades and introduced first VSCF electric power system.
- Lead the field marketing activities to introduce a new weather radar system to the commercial aviation industry.
- Spearheaded the field effort to grow Westinghouse's market share in the aviation electrical generating overhaul and repair business. Strategically developed and implemented marketing and contract methodologies, resulting in winning three multi-year overhaul contracts from major airlines.
- Played an integral role in winning several development programs to improve the performance of the F-16 radar resulting in revenue increase, as well as won other development awards for electro-optical and electronic warfare systems.

EARLIER EXPERIENCE

LOGISTICS ENGINEER, WESTINGHOUSE DEFENSE AND ELECTRONIC CENTER, Baltimore, MD

1977-1982

GROUP COMMANDER/ AVIONICS OFFICER, UNITED STATES AIR FORCE & USAF RESERVE

1969-1994

EDUCATION

Master of Science in Management

Troy State University, Troy, AL (Cumulative GPA of 4.0)

Bachelor of Science in Industrial Arts

North Texas State University (University of North Texas), Denton, TX (Cumulative GPA of 3.7)

PROFESSIONAL TRAINING

USAF Avionics Officer Maintenance Training, Squadron Officer School, Air Command and Staff College, and Air War College

Westinghouse Electric Co. Aircraft Electric Generation Systems

AWARDS AND HONORS

Westinghouse Electronic Systems President's Quality Award
Hamilton Sundstrand Achievement Award, JSF Electric System
Hamilton Sundstrand Outstanding Contributor, JSF Electric System
Lockheed Martin Aeronautics F-35 Outstanding Supplier Award
Bell Helicopter V-22 Most Improved Supplier Award

AFFILIATIONS

Air Force Association (AFA)
Association of the United States Army (AUSA)
Army Aviation Association of America (AAAA)
Association of Unmanned Vehicle Systems International (AUVSI)
American Helicopter Society International (AHSI)
National Business Aircraft Association (NBAA)