

## DAVID K. (Bob) EDMONDS

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- Over 30 years of leadership and management experience in aerospace and defense--private sector and a USAF career culminating as a Brigadier General, including congressional and international experience
  - Business leader with expertise in government and commercial products and services; strategy and OpPlans
  - Financial experience as Advisory Director with global investment bank, Lincoln International
  - A proven team builder, problem solver, turn-around leader, with a high-tech background; combat-tested in stressful situations; successful in multiple and varied fields and endeavors

### DOMAIN RELATIONSHIPS

- DoD relationships with senior leaders in the Air Force, OSD, Joint Staff, Army, and Navy
- Business leaders within the aerospace, defense, and aviation community
- Contacts in multiple industries and the government through the White House Fellowship

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### PROFESSIONAL EXPERIENCE

#### **2011-2015 (June) VP, Business Development & Air Force Programs Exelis, Inc Mclean, VA**

- Led corporate BD/GR organization to One Exelis approach with diverse products and engineering & technical services of \$5B portfolio, then \$3.5B post Mission Systems spin-off
- Provided enterprise business leadership to Geospatial & Aerostructures businesses; StratPlan to OpPlan
- Senior Exec for Air Force and aviation programs, including FAA and NASA; led AF team with strategy, BD, and marketing, helping grow @~20% per annum to #1 Exelis customer by revenue @\$900M
- Led front-end business reorganization to support a strategic management business model for growth
- Evolution of approach led to greater than 1.0 book-to-bill for 2 years in a row during challenging times
- Developed and led the Exelis High Priority Interest item program for managing key orders & programs
- Helped lead the adjacency business strategy for technical services business growth, capturing key wins
- Established, led, and managed all strategic partnerships and initiatives with industry companies
- Established and maintained relationships at the senior levels of DoD, USAF, and Allies' air staffs

#### **2008-present Advisory Director, A&D practice Lincoln International Chicago, IL**

- Part-time advisor to the global aerospace and defense practice for this M&A investment bank
- Provides strategic advice and counsel to bankers and clients on defense and DC-related issues
- Participates on deal teams throughout all phases of the investment banking process
- Engagements include aerospace manufacturing, ground forces products, cyber, high tech products

#### **2009-2011 VP, Government Operations & Strategy Syndetics, Inc Fairfax, VA**

- Number two executive partnering with the CEO to lead this \$8M, 80-person management consulting firm specializing in strategy, business capture, and program management
- Provided day-to-day leadership and management, strategic advice and counsel to customers
- Engagements included programs in varied areas: cyber, classified satellites, tactical ground force vehicles, armor protection, IT enterprise, multi-modal logistics hub, KC-X aerial tanker aircraft
- Doubled the Strategic Advisory group and helped lead to the best year in its history in 2010
- Established new business relationships with eight new clients in the first year; four new clients and expanded relationships with three existing clients in the second year

**2007-2009 Principal Heidrick & Struggles, Intl McLean, VA / Washington, DC**

- Helped build world class leadership teams as part of the firm's Aerospace, Defense, and Aviation executive search and leadership consulting practice
- Practice also included work in the area of government affairs, associations, technology, and the executive position of Chief Security Officer
- Clients included: Boeing, Qantas Airways, Hawker Beechcraft, IHS Inc., AOPA, Ball Aerospace and Technologies, Aegis MEP, Accenture, Gyrcom Systems, Allison Transmissions (Defense), Bank of the West, and the JV between International SOS and Control Risks

**2004-2006 Operations Deputy Director Joint Staff, Pentagon Washington, DC**

- Responsible for monitoring global operations, initial military response for crisis, and nuclear weapons watch with direct Presidential interface for authority
- Provided timely and accurate information and recommendations to the President, Secretary of Defense, and Chairman of the Joint Chiefs of Staff (CJCS) on domestic and international, multi-cultural issues; coordinated forces in support of operations in Iraq and Afghanistan
- Produced daily briefings and updates on worldwide activities; executed clear thinking and decisions in stressful situations; led crisis action teams for military and humanitarian actions

**2001-2004 Legislative Affairs Deputy Director; Chief of US Senate Liaison Washington, DC**

- Advised the Secretary of the Air Force and Chief of Staff concerning legislative affairs and congressional relations, including committee hearings and testimony
- Developed, coordinated, and executed a legislative strategy for the approval of the Air Force's \$100B annual budget with members of Congress, with specific task for classified space programs
- Extensive experience with international relations, including senior-level visits to over 25 countries in the Far East, Europe, Africa, and the Middle East
- Point person on the Hill for numerous highly visible, sensitive issues with Members and staff

**1999-2001 Commander 131<sup>st</sup> Fighter Wing, Lambert Field St Louis, MO**

- Handpicked to turnaround an organization with 21 different units, including three geographically-separated units, leading over 1300 team members to ensure global mission accomplishment
- Responsible for over \$1B in F-15 aircraft, \$100M in facilities and equipment on ~50 acres; full budget authority for \$58M; developed execution strategy including several cost-cutting efforts
- "Trial-by-fire" experience with on-camera public relations during several highly-charged crisis situations making the national news
- Selected St Louis Executive of the Year 2001 for visionary leadership and success

**1997-1999 Joint Requirements Chief Joint Staff, Pentagon Washington, DC**

- Responsible for bringing all new and major, high-cost acquisition programs and initiatives to the four-star officer level Joint Requirements Oversight Council for the CJCS
- Managed the evaluation and assessment of programs and initiatives, with emphasis on high technology and leveraging capabilities, to meet joint service mission requirements
- Prepared two annual reports to Congress for the Secretary of Defense and the CJCS

**1995-1996 White House Fellow U.S. Small Business Administration Washington, DC**

- Selected from over 1000 professionals for this annual, highly prestigious leadership and public policy Presidential White House Fellowship and only the military officer in my 14-member class
- Assigned as a Special Assistant to Cabinet-level principal, Philip Lader, Administrator, SBA

**White House Fellow (cont)**

- Project lead for planning, organizing, and executing over 100 entrepreneur events nationwide
- Coordinated planning for international and domestic senior-level trips, including lead of the first post-normalization visit by a White House delegation to Vietnam during a 5-country Far East trip

**1994-1995 Commander 95th Fighter Squadron; Tyndall AFB Panama City, FL**

- Responsible for over \$700M in F-15 aircraft, \$10M in facilities and equipment; full budget authority for \$7M, leading a 300-person organization for F-15 training in air-to-air combat
- Earned “Squadron of the Year” honors both years; had highest mission capable rate in F-15 history

**Previous positions:**

- Fighter Aircraft Requirements Chief, Headquarters Air Combat Command, Langley AFB, VA, identifying high-tech acquisition programs, dealing with multiple aerospace companies, developing strategies for Air Force and Congressional approval
- Operations Officer, 53rd Fighter Squadron, Bitburg AB, GE with deployment for Desert Shield / Storm (42 combat missions, ~300 hours)
- Air Officer Commander for a cadet squadron, Civil Engineering Instructor, and Flight Instructor, U.S. Air Force Academy
- Flight assignments, including pilot training, entry-level fighter pilot, culminating as an Instructor Pilot and Mission Commander

**EDUCATION**

- 2008 Certificate, American Management Association, New York, NY**
  - MBA Executive Seminar program
- 2003 SMG, Kennedy School of Government, Harvard University, Boston, MA**
  - Senior Managers in Government program
- 1997 MS, National Security Strategy, National Defense University, National War College**
  - Distinguished Graduate, Higgins Writing Award
- 1980 MSCE, Civil Engineering Structures, Columbia University, New York, NY**
  - Guggenheim Fellowship, Summa Cum Laude
- 1979 BSCE, Civil Engineering, United States Air Force Academy, Colorado Springs, CO**
  - Kaminecki Award for #1 graduate in Civil Engineering, Distinguished Graduate

**SELECTED BOARD and COMMUNITY ACTIVITIES:**

- Board of Advisors, Accuvant, 2011-present
- Senior Military Fellow, Bipartisan Policy Center, 2009-2011
- Past President, and Board Member, White House Fellowship Alumni Foundation and Association, 2003-2011
- Regional Commissioner, President’s Commission on White House Fellowships, 1998-2011
- Founding member and Co-Chair, Board of Advisors, Best Buddies International Virginia Chapter, 2001-present
- Founding member, Council of Sabers, leadership and mentorship organization, 1980-present

**Security Clearance: Top Secret / SSBI / SCI**