

BOB EDMONDS

ASSOCIATE, DAYTON AEROSPACE, INC.



DAYTON AEROSPACE

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PROFILE

Over 40 years of leadership and management experience in aerospace and defense (A&D) as a senior US Air Force (USAF) officer and within the private sector, including congressional and international experience. Proven senior business executive with success in government, as well as commercial products and services. Extensive financial and mergers and acquisitions (M&A) experience including as Senior Advisory Director at Lincoln International, a global investment bank. Maintains strong domain relationships with Department of Defense (DoD) senior leaders in the USAF, Office of the Secretary of Defense (OSD), Joint Staff, Army and Navy, as well as business leaders within the aerospace, defense, and aviation communities. Brigadier General, USAF (Retired).

PRINCIPAL AREAS OF EXPERTISE

Executive Leadership/Management	OCI Mitigation & Business Operations
Team Leadership/Development	Legislative Affairs/Congress
Business & Capture Strategy	Foreign Military Sales (FMS)
Mergers & Acquisitions (M&A)	Strategic Communications

WORK HISTORY

Associate | Dayton Aerospace, Inc.
2024-present, *Dayton, OH*

Provide government and industry clients with expert business development, marketing, capture management, and process support across all phases of the acquisition life cycle.

CEO & Founder | Edmonds Strategic Group
2024-present, *Fort Worth, TX*

Consulting/investment group and advisory firm comprised of people and companies focused on propelling business growth in the A&D market.

Senior Advisory Director, A&D Practice | Lincoln International
2008-present, *Chicago, IL*

Part-time advisor to the global A&D practice for this M&A investment bank. Provide strategic advice and counsel to bankers and clients on defense and DC-related issues and participate on deal teams throughout all phases of the investment banking process. Engagements include manufacturing, engineered and machined components, cyber, and high tech products.

Senior Vice President & Chief Growth Officer (CGO) | Elbit Systems of America
2016-2024, *Fort Worth, TX*

Responsible for all revenue growth of \$1.6B global A&D company, the U.S division of Elbit Systems, including strategy, business development, corporate development, M&A, government relations and communications. Actively led business units as part of the senior executive team. Led international business, initiating a global approach for FMS and direct commercial sale (DCS) programs. Initiated a new integrated approach to business development; opportunity, and customer prioritization. Led the commercial unmanned aerial systems (UAS) business area, including a precision agriculture venture; established market and technology growth vectors aligned with customer roadmaps and current portfolio. Resulted in eight consecutive record years of new business orders—greater than 1.1 book-to-bill ratio and \$1.7B in 2023. Helped develop and execute a two-track M&A strategy, closing two key strategic additions. Recruited key members to execute a new communications strategy to improve brand and awareness.

EDUCATION

Certificate, MBA Executive Program
American Management
Association

Senior Managers in Government
Kennedy School of Government,
Harvard University

MS, National Security Strategy
National Defense University

MSCE, Civil Engineering Structures
Columbia University

BSCE, Civil Engineering
US Air Force Academy

WORK HISTORY (CONT'D)

VP, Business Development & Air Force Programs | Exelis, Inc.

2011-2015, *McLean, VA*

- Led corporate business development 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, including strategic and operational plans.
- Acted as senior executive for USAF and aviation programs, including Federal Aviation Administration (FAA) and National Aeronautics and Space Administration (NASA); led USAF team with strategy, business development, and marketing—helping grow @~20% per annum to #1 Exelis customer by revenue at \$900M.
- Evolved approach led to greater than 1.0 book-to-bill for two years in a row during challenging times.
- Developed and led the Exelis High Priority Interest item program for managing key orders and 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.

VP, Government Operations & Strategy | Syntetics, Inc.

2009-2011, *Fairfax, VA*

- Number two executive partnering with the CEO to lead \$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, and more.

Principal | Heidrick & Struggles, International

2007-2009, *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.
- Clients included: Boeing, Qantas Airways, Hawker Beechcraft, IHS Inc., AOPA, Ball Aerospace and Technologies, Aegis MEP, Accenture, Gyrococam Systems, Allison Transmissions (Defense), Bank of the West, and the JV between International SOS and Control Risks.

Operations Deputy Director | Joint Staff

2004-2006, *Pentagon*

- Responsible for monitoring global operations, initial military response for crisis, and nuclear weapons watch with direct Presidential interface for authority; produced daily briefings on worldwide activities.
- 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; led crisis action teams.

Prior to 2004

- Legislative Affairs Deputy Director, Chief of US Senate Liaison, *Washington, DC*
- Commander, 131st Fighter Wing, Lambert Field, *St. Louis, MO*
- Joint Requirements Chief, Joint Staff, Pentagon, *Washington, DC*
- White House Fellow, US Small Business Administration, *Washington, DC*
- Commander, 95th Fighter Squadron, Tyndall AFB, *Panama City, FL*
- Fighter Aircraft Requirements Chief, Headquarters Air Combat Command (ACC), *Langley AFB, VA*
- Operations Officer, 53rd Fighter Squadron, *Bitburg AB, Germany*

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