

PJ PATEL

ASSOCIATE, DAYTON AEROSPACE, INC.

PROFILE

Senior executive with over 35 years of leadership and acquisition management experience in high-performance electronics warfare (EW) equipment for US military and international Head of State and military aircraft. Strong business acumen demonstrated through leadership of large, complex, technology-driven, multi-billion-dollar defense acquisition programs in procurement, regulations, policies, procedures, logistics, vendor management, supplier relationship management, quality assurance, forecasting and analysis, strategic planning, and team management. Specialized expertise in anti-tamper (AT) solutions, International Traffic in Arms Regulation (ITAR), program management, sustainability, product line strategy, investment planning, design, manufacture, and field sustainment of high-performance infrared (IR) and radio frequency (RF) systems. Proven agile execution of delivery systems to meet all US services including the US Air Force (USAF), Special Operations Command (SOCOM), Navy, Marine Corps (USMC) and Army, as well as international customer requirements.

PRINCIPAL AREAS OF EXPERTISE

Leadership
Program Management
International Programs
Exportability/Policy
Development

Capture Strategy &
Proposal Management
Strategic Planning
Product Support &
Sustainment

Aircraft Integration
Foreign Military Sales
(FMS)
Direct Commercial Sales
(DCS)

WORK HISTORY

Associate | Dayton Aerospace, Inc.
2022-present, Dayton, OH

Provide senior-level technical consulting to government and industry clients in all phases of the acquisition life cycle. Specialties include electronic warfare systems, foreign military sales, quality assurance, reliability engineering, and logistics support.

Senior Director, Business Development/Program Management | Northrop Grumman
1995-2022, Rolling Meadows, IL

Led negotiations for the five-year, \$2B+, USAF Large Aircraft Infrared Countermeasures (LAIRCM) production indefinite delivery/indefinite quantity (IDIQ) production IDIQ contract. Built business cases for LAIRCM international opportunities for \$1.6B over five years and established public-private partnership enabling LAIRCM sustainment transfer from Wright Patterson Air Force Base (WPAFB) to the Warner Robins Air Logistics Center (WRALC). Formulated and articulated a vision, long-range strategic plan, and annual operating plan and developed and executed international strategic roadmaps that created a profitable and sustainable business. Developed and executed numerous long-range strategic plans (LRSPs); earned value management systems (EVMS); integrated master schedules (IMS); annual operating plans (AOPs); staffing plans; and program health assessments through leading indicators and metrics. Also managed risk and opportunities, suppliers, and strategic partnering. Directed all phases of programs from inception through completion. Responsible for the cost, schedule, and technical performance of company programs or subsystems of major programs.



DAYTON AEROSPACE

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EDUCATION

BS, Electrical Engineering
University of Illinois

Business Development & Capture Strategy
Northrop Grumman

Leadership Development, Strategy & Program Management
Northrop Grumman

AWARDS & RECOGNITION

NGC Division Globalization Award

NGC Sector President's Leadership Award

Multiple years

Timely Awards Plan

Multiple years

FAA Diamond Award

12 consecutive years

WORK HISTORY (CONT'D)

Senior Director, Business Development/Program Management | Northrop Grumman (Cont'd)

1995-2022, Rolling Meadows, IL

Established LAIRCM policy changes with USAF, SAF/IA, SAF/AQLS, allowing Northrop Grumman (NG) to grow the international business significantly. Obtained approval thru 3-Star General for six additional countries before having an exportable solution in 2016 and obtained approval for Five Eyes to allow for LAIRCM testing, data collection, Directorate of Security Assistance (DSA), and Jam code co-development in 2021. Converted FMS contracts to DCS, enabling increased return on sales (RoS) with increased customer satisfaction, including long-term sustainment contracts with Australia (10-year); UK (5 - 25 year); New Zealand (30-year); Germany (5-year); and NATO (5-years). Developed business cases to persuade customers to establish infrared countermeasure (IRCM) repair facilities around the world including facilities in Australia; Chester, UK; and Hurlburt Field, Florida. Defined and established a Failure Reporting and Corrective Action (FRACAS) and Diminishing Manufacturing Sources (DMS) team at Rolling Meadows, which was implemented within NG Mission Systems Sector and built/ maintained strong customer relationships both domestically and internationally.

Logistics Manager | Lockheed Martin

1988-1995, Syracuse, NY

Managed and directed 10 personnel staff for the AN/TPS-59 radar system contract. Proposed and successfully implemented system architecture changes that reduced more than 15% in non-recurring costs, 20% of recurring expenses, and more than 25% reduction in the schedule.

Reliability Engineer | Lockheed Martin

1985-1988, Orlando, FL

Responsible for the evaluation and formulation of hardware modification for highly sophisticated electro-optics system. TADS/PNVS for AAH-64 helicopter.

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