

Douglas P. Kennedy

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Business Development and Sales Professional

Proven, astute results-oriented business development and sales management professional with a 20+ year track record of increasing and sustaining double-digit revenue growth. Customer and bottom line focused, leader of complex technology programs for Space, Aerospace, Military and Industrial applications. Extensive experience in mission critical applications. Keen negotiating, team building, and client relationship management skills. Expert in seeking, capturing, managing new business opportunities through strategic identification. Motivational leader and effective manager able to attract top talent and build strong teams.

Areas of Expertise

- Sales Management / New Business Development / Key Account, Sales, Client Relationship Management
- Strategic Planning & Forecasting / Contract Negotiations / Pricing Strategies / Product Development
- Cross-Functional Team Leadership / Training & Development / Recruitment / Collaboration
- Communication / Time Management / Service / Leadership / Engineering Project Management

Professional Summary

National Technical Systems (NTS) - Northwest - Remote

Jul, 2019 to Sept, 2023

NTS is a trusted independent test, inspection, certification and engineering services company. 28 sites in North America, providing best-in-class testing services for space, defense, automotive, energy, electronics, telecommunications, medical, IoT, industrial, and aviation. Acquired by Element in 2022, Revenues of +300 Million and 1400 employees.

Business Development Manager / Regional Sales Manager / Territory Sales Manager

Accountable for the expansion of strategic business relationships in the Space, Aerospace, Defense, Transportation, and Telecommunications marketplace through effective communication of customer service principles, techniques, systems and standards and project management principles and practices.

- Drive sales and operational initiatives aligned with corporate objectives while managing profitability and customers. 1,400 customers in five states with \$6 million plus in revenues.
- Achieved continuous sales pipeline growth of \$1 million a year exceeding 10% yearly growth projections.
- Created and managed strategic capture plans and revenue objectives for Space targets meeting \$2M targets.
- Manage communications, conflict resolution, compliance of deliverables and goals breaching EBITA goals by 20%.
- Implemented a 15% price increase and 25% down payment to all customers for 2023.
- Fortified relationships with key global customer's executive and senior management
- Negotiated MSA contracts to maximize client retention and increase revenues.
- Participated in industry events 6 to 8 times a year marketing and networking capabilities.

Kaman Automation, Minarik, A Division of Kaman, Portland, OR

Sept, 2017 to Jun, 2019

Kaman Automation provides automation, control, and energy management components, systems, and services. 1,700 employees, 50,000 customers. Acquired by Motion Ai in 2022 having revenues of \$22 billion.

Account Manager – Automation, Motion Control and Energy Management

Business lead for the territory and developed new accounts by working in conjunction with the Distribution channel partners, OEM's, End Users and System Integrators.

- Proactively pursued the development and execution of strategic account plans to ensure business goals.
- Achieve business objectives by penetrating new accounts with product, solution and service offerings. 30% increased revenues.
- Initiated cold call prospecting, hunting, that led to multiple account wins adding 10%.
- Built and delivered presentations to decision makers having an increased close rate of 15%.
- Built Microsoft Dynamics, CRM, territory database to increase sales reporting efficiency by 50%

Fred Meyer, Inc., Fuel Center Associate, Vancouver, WA

Sept, 2016 to Sept, 2017

Customer service and facility maintenance in a hazardous environment

Ensign-Bickford Aerospace & Defense, Co., Moorpark, CA Feb, 2014 to Jan, 2016

EBA&D, Connecticut, is a global leader of precision energetics systems and innovative explosive and non-explosive solutions for commercial and military applications. \$200 - \$500 million and 500 employees

Business Development Manager – Satellite Market Segment

Led strategic growth, policy, and solutions for mission-critical energetic and non-energetic hold-down and release mechanism products and systems for global aerospace launch, satellite, and space exploration markets.

- Provided leadership to better align the voice of the customer with product development and sales of \$40M.
- Identified and matured global space and satellite customer awareness of new product developments.
- Created capture strategies for pyrotechnic device technologies in the satellite market, greater than \$10M yearly.
- Participated in industry events 6 to 8 times a year marketing and networking capabilities.

Chemring Energetic Devices, Torrance, CA Jun, 2011 to Feb, 2014

Chemring Energetic Devices CED, Chemring is manufacturing ordnance, pyro-mechanical components and electronics for the defense and aerospace industry since the 1950s. Chemring Group is 1000 plus employees and \$500 million in revenues

Manager, Business Development – Weapons and Space Market Segment

Implemented and led the growth of new and core technologies in global markets of a \$30M business. Captured new business in commercial and military markets. Executed global partnerships in satellites, missiles, launch, and undersea markets requiring ordnance, energetics, cartridge actuated devices, and electronic subsystems.

- Created capture strategies, developed opportunities and guided IRAD efforts for an added \$30M yearly.
- Developed and managed the product line's strategic bookings forecast/funnel assessing new opportunities and repeat business for a five-year plan with annual growth of 15%.

Doncasters, GCE Industries Inc., Doncasters Group Ltd, Chula Vista, CA Jun 2010 to Oct, 2010

Doncasters, Excels in forging and casting alloys of precision metal components and assemblies to aerospace, gas turbine, automotive, petrochemical, and commercial markets. 1000 plus employees and \$600 million in revenues.

Regional Sales Manager

Led a global organization to strategically and tactically develop new viable industrial and aerospace opportunities at new and existing customers for three \$40M product lines. Grew market share globally with various industrial and aerospace companies. Developed and deployed global marketing strategies to meet a 200% organic growth objective over three years.

Alliant Techsystems (ATK) Space Systems - Commerce, CA Nov, 2008 to Oct, 2009

ATK, the largest tank producer in the world supporting Space & Aerospace Missions. Acquired by Northrop Grumman in 2018.

Program Manager

Led the management of multiple programs, government and commercial from inception to delivery of satellite titanium fuel tanks; ensured strong technical direction to mitigate design and manufacturing risks. Contracts included DoD and commercial activities for Boeing, Lockheed Martin, Orbital Sciences, NASA, and USAF.

General Electric Aviation Systems, Duarte, CA Aug, 2000 to Jul, 2008

GE AS, an independent designer, manufacturer, and service of hydraulic system solutions and components for the aerospace and industrial markets, 350 employees. Sold to Woodward in 2012

Manager, Sales and Marketing

Developed and implemented strategic direction, generating opportunities in OEM and MRO for civil and military customers in the \$100M high-tech motion control product line. Customers included DoD and aerospace

Education

Bachelor of Science in Industrial Technology, California State University, Long Beach

Additional Training

Value Based Selling, Product Qualification Testing, Total Quality, Lean Six Sigma, Integrated Product Team Development, Enterprise Resource Planning, International, Cultural Training, Management Techniques, Contracts Negotiations, Proposal Writing, Sales Management, Business Management, Project Engineering, Manufacturing Engineering, DoD FAR/DFAR Contracts Review, Finance for Non-Financial Managers, Earned Value Management, Risk Management, SIOP, Gate Review Tools, MS Dynamics CRM, Microsoft Office, Reliability, Program Management