

ROBERT F. DAVIS, PMP

1611 Chathams Ford Place

Vienna, VA 22182

703-865-4265 (h) 240-454-2053 (c)

rfdavis78@yahoo.com

linkedin.com/in/robertfdavis78

SUMMARY

- Led a Lockheed Martin initiative integrating cyber security initiatives across multiple businesses.
- Strong systems engineering and software background applied successfully to several of Lockheed Martin's most challenging programs.
- Executive management experience leading a 2200 person organization delivering software, hardware and services on a fixed price basis combined with a collaborative work style that values inputs from each team member.
- Selected as Capture Executive on key Lockheed Martin corporate priority programs.
- Top Secret/SCI Clearance.

PROFESSIONAL EXPERIENCE

PROXY TECHNOLOGIES INC., Reston, VA

President, CEO & Board Member

2011-Present

President and CEO of a software products company providing advanced solutions for unmanned systems. Developed a global patent portfolio for autonomous vehicles.

- Implemented an outsourced software engineering strategy.
- Co-inventor of US Patent # 8,874,360 and Australian Patent # AU 2013230737 for collaborating autonomous vehicle software.

SRA INTERNATIONAL, INC., Fair Lakes, VA

2010-2011

Vice President, Business Development

Responsible for business development and new business capture for the SRA National Security Sector which included the Department of Defense, the Department of Homeland Security and the Department of Justice.

- Instituted sector wide business development and capture processes with a focus on continuous process improvement.
- Developed integrated capture plans to include the capabilities of SRA's newly acquired Platinum Solutions.

LOCKHEED MARTIN

Information Systems & Global Services (IS&GS), Reston, VA

2009-2010

Vice President and Capture Executive, Cyber Security

Responsible for developing a streamlined Lockheed Martin cyber security offering through the integration of cyber capabilities resident in Lockheed Martin's Civil, Defense and Intelligence businesses.

- Led discussions of Lockheed Martin's integrated cyber offering with the leadership of the National Cyber security Protection System (NCPS) and the National Security Agency.

Information Systems & Global Services (IS&GS), Reston, VA

2008-2009

Vice President Enterprise Solutions Line of Business

Led and managed a \$540M/year 2200 person profit and loss center providing 24x7 desktop managed services to 80,000 federal civil employees and contractors. .

- Generated double digit return on sales.

- Successfully restructured NASA's Jet Propulsion Laboratory (JPL) Desktop Institutional Computing Environment (DICE) contract creating a win for the client and Lockheed Martin.
- Established the winning Lockheed Martin prime contractor team for the Health and Human Services Program Support Center acquisition resulting in a \$142M contract award to Lockheed Martin.

Vice President & Capture Executive, Mission Systems & Sensors (MS2), DC 2008

Led the startup of the FY08/09 Littoral Combat Ship acquisition 100 person capture team for the USS Fort Worth. Developed the approach for LM to bid the USS Fort Worth FFP with an acceptable risk profile.

- Developed the offer and obtained CEO approval for submission of a \$1.6B FFP offer for one ship plus options. USS Fort Worth contract awarded at \$437M.
- Successfully met the Design to Cost (DTC) established for the Lockheed Martin bid.
- Interfaced directly with the US Navy's Program Executive Officer (PEO) and resolved key roadblocks to Lockheed Martin's bid.

Vice President, Integrated Coast Guard Systems (ICGS), Rosslyn, VA 2006-2008

Managed a Profit and Loss Center of \$250M in annual sales while responsible for the design, development, production, maintenance and logistics support of Deepwater C4ISR, aviation, and surface ship assets. Served as an Officer of Lockheed Martin's ICGS joint venture with Northrop Grumman. Collaborated closely with Coast Guard and Northrop Grumman program managers in a collocated program office.

- Won a 43 month Award Term extension valued at \$1.5B.
- Returned the Coast Guard's Deepwater Program to overall Green Status.
- Developed interoperable C4ISR equipment for land, air and sea based assets.
- Successfully re-engined 95 HH-65C helicopters.
- Partnered with Northrop Grumman in developing the National Security Cutter (NSC) ship.
- Acquired HC-144A medium range surveillance aircraft from EADS in Spain.
- Missionized six HC-130J long range search aircraft.

Program Director, Mission Systems & Sensors (MS2), Moorestown, NJ 2004-2006

Served as Deputy of the Coast Guard Systems Line of Business and started a Homeland Security software business for Mission Systems & Sensors.

- Developed and obtained approval for a Homeland Security business plan.
- Won HLS contracts with DARPA and Sunoco.
- Resolved program performance issues on the Deepwater Program.

Program Director, Norwegian Frigate (MS2) Moorestown, NJ 2000-2003

Responsible for the design, development, manufacture, integration and logistics support of a \$630M Integrated Weapon System under FFP contract to a Spanish shipyard for end delivery to the Royal Norwegian Navy on a 1st of Class ship. Also led software development contract for a US Navy Aegis computer programs baseline for Norway. Systems were integrated from countries including Germany, Italy, France, Norway and Denmark.

- Maintained schedule, sold off software and hardware and met financial commitments for four consecutive years taking the program from breakeven to double digit ROS on \$100M in annual sales.
- Achieved 100% of the fixed fee on the US Navy Aegis software development contract.
- Developed the SPY-1F phased array radar and a new Target Illumination System.
- Developed the cultural understanding necessary to work seamlessly with Spanish, Norwegian and US Navy customers.
- Met all commitments fulfilling a \$630M offset program with the Norwegian Ministry of Defense.

INITIAL CAREER HIGHLIGHTS

LOCKHEED MARTIN

Senior PM/Business Development Manager, IS&GS, Valley Forge, PA

Sr.Program Manager of NASA's Tracking and Data Relay Satellite (TDRS) System major subcontract. Led 'green field' startup of an FFP commercial space ground station business for Lockheed Martin

- Led software development on a Firm Fixed Price contract staying under budget and meeting all milestones.

Business Dev. Mgr., Advanced Technology Laboratories (ATL), Moorestown, NJ

Developed shared technology visions with LM businesses in the areas of digital signal processing and artificial intelligence.

- Achieved shared visions with business units for technology insertion.
- Won R&D contracts with the DOD.

CMC ELECTRONICS (CMCE)

Project and R&D Marketing Manager, Eatontown, NJ

Supported CMCE and parent company Canadian Marconi Company with project management and R&D marketing in the United States.

- Led software development on the Air Force's Voice Data Integrator Project.
- Won the US Army's Digital UHF ECCM Radio (DUER) acquisition.

US ARMY

Captain, Ft Bragg, NC and Germany

Served as a Communications Officer providing airborne insertion of personnel, logistics supplies and equipment of an 800 person organization.

- Installed highly reliable tactical communications systems in Germany.
- Effectively engineered communication systems between 18th Airborne Corp and 82nd Airborne Division.

EDUCATION

Georgetown University, Washington, DC, MBA, *International Business*

Monmouth University, West Long Branch, NJ, MS, *Computer Science*

Air Force Institute of Technology, Dayton, OH, Certificate, Computer Systems Teleprocessing

US Military Academy, West Point, NY, BS, *General Engineering*

OTHER QUALIFICATIONS & TRAINING

Project Management Professional (PMP)

Lockheed Martin Master Program Manager

AFFILIATIONS

West Point Society of DC

Program Management Institute (PMI)

Institute of Electrical and Electronics Engineers (IEEE)