

JOSEPH P. GALLAGHER

Adamstown, MD 21710

joegallagher@mac.com

(240) 357-2489

www.linkedin.com/in/josephpatrickgallagher

Leadership Acumen

BUSINESS DEVELOPMENT EXECUTIVE

Highly experienced executive adept at leading companies to sales growth in the US DOD and international military market. Successful record of winning over \$220M of sales for three different organizations. Achieved international sales, both direct and foreign military sales, in more than 50 countries. Experience in implementing ITAR and FCPA regulations. Highly knowledgeable in all aspects of the full acquisition cycle and capture management for military and government contracts. Fluent in Chinese and German. Renewable Top Secret Clearance

Full Life Cycle Capture Management ~ Systems Sales/ Led Teams ~ Foreign Military Sales
Lead Partner Arrangements, Both as Prime and Subcontractor RF technical expert ~ Management Experience

CORE COMPETENCIES

- ▶ Successfully led teams through the full life cycle of the DOD/International program capture process in three companies, including business development, pursuit, proposal preparation, initiating teaming arrangements and ongoing account management.
- ▶ Led teaming efforts for specific large, complex, multi-year programs in several different organizations as well as bids to be included in teams led by other prime contractors.
- ▶ Managed the Foreign Military Sales (FMS) process from both sides, initially as an Army Officer and subsequently for several companies. Acknowledged industry expert in FMS.
- ▶ Led the DOD business development efforts for two different European-owned entities. Expert in Oral Presentations and developing strategies for Market Growth. Extensive track record of success in significantly increasing revenues and offsetting potential client concerns regarding ability to work with international companies. Experience with Intelligence communities, CIA, DIA, NSA.
- ▶ Built relationships with and identified the emerging needs of various foreign military and government entities. History of success in international military sales across the globe, particularly in Europe and the Pacific Rim.

SIGNIFICANT ACCOMPLISHMENTS

Systems Sales/Leading Teaming Arrangements: At ITT, bid against Raytheon for networking radio sales to the Israeli Defense Force. Reviewed capabilities of Israeli contractors, identified candidates and began working with potential partner. After months of discussions and a few weeks before the RFP was published, the partner decided to team with the competitor. Opened immediate talks with alternative Israeli partner, Elbit, after working with the IDF to identify appropriate partner. The ITT/Elbit team overcame obstacles, such as US Prohibitions for visiting Israel, to provide a winning proposal and demonstration. Team successfully won \$30M contract.

FMS Sales Process:

- **Australia:** At ITT led a team to provide appropriate radios for an Australian FMS order of M1A1 tanks. US Army Program Manager leading the sale mistakenly thought CECOM would provide the radios. However, the Australians were unfamiliar with the requirements for purchasing a US COMSEC radio. Led a team to visit Australia and worked with the Australian tank customer to finalize a comprehensive order. This was coordinated with four Australian offices, as well as several US Army procurement entities, to ensure delivery and installation. The ITT team took the initiative to provide pricing, a comprehensive support package, COMSEC infrastructure and system integration.

- **New Zealand:** Successfully negotiated an FMS case with New Zealand to provide a full fleet of ITT SINCGARs radios, manpack and vehicular radios, which became their standard tactical radios. This required training and a complete logistics support package.

International Defense Sales:

- **Thales Communications:** As Director built and led a sales team that increased sales by 100% through coordination with the greater Thales International Sales Force and increasing the international reach of the US Company.
- **Rhode and Schwarz:** Several US companies bid radar systems to a Mexican Air Defense Radar system. The Mexicans requested Rohde and Schwarz radios to align with the proposed radars. Over 18 months, worked with three US primes to define the radio needed in each of the individual radar configurations. Supervised the internal team, both in Munich and the US, to price and configure separate radio systems. Worked with winning prime, Northrup Grumman, to ensure correct operational configuration would meet NG and Mexican requirements. Overcame NG's desire to bid their radios and won the major contract. Demonstrated Rohde and Schwarz's ability to be a long-term partner with a US prime contractor.

Full Life Cycle Capture Management: Exelis, at the request of the Polish Government, asked Rohde and Schwarz to work with them on a large Air Defense radar project, an FMS program managed by the US Air Force. Despite a long lead-time, led successful effort to convince management in both US and Germany of the viability of the program. Coordinated meetings in Poland to understand requirements, and meetings with Exelis to ensure successful integration of the radios. Overcame issues with funding, timing, renegotiations of pricing and changes in equipment orders. Result was the largest single radio contract won by Rohde and Schwarz in the US up to that time.

Leading DoD Business Development for non-US owned Company: Responded to Boeing competitive RFP to provide airborne radios for an upcoming USAF RFP for a new Jet Trainer. Boeing issued a complex RFP that required radios to be priced and supplied for over 10 years beginning in 2020. Maintained close coordination with Boeing customer and overcame internal resistance to bid the contract. Led both the Munich staff and US staff to provide a winning proposal. Boeing will use Rohde and Schwarz radios in their proposed trainer to the USAF.

EXECUTIVE HISTORY

| | | |
|--|---|--------------------|
| US and Int'l Def LLC Adamstown, MD Privately held consulting company. | Partner | 2014 - 2016 |
| Rohde & Schwarz, USA Washington, DC German-owned electronics group specialized in the fields of electronic test equipment, broadcasting, radio monitoring location and communication. | Senior Business Development and Sales Manager | 2010 – 2014 |
| Independent Consultant Adamstown, MD Engagements included work as Business Development Manager for GSI, an 8(a) company. | | 2009 – 2010 |
| Thales Communications, Inc. Clarksburg, MD French owned company providing defense communications equipment and software. | Director International Business Development | 2006 – 2008 |
| ITT Industries Fort Wayne, IN A leading manufacturer of highly engineered, customized solutions for energy, transportation and industrial markets. | Senior BD Manager | 1993 – 2006 |
| United States Army HQ Department of the Army HQ Department of the Army US Embassy, Beijing, China | Retired Lieutenant Colonel Executive Assistant –Deputy Chief for Logistics Foreign Military Sales – Pacific Rim Assistant Army Attaché/Chief FMS Officer | |

EDUCATION

Seton Hall University, NJ

MA, Asian Studies

US Military Academy, West Point, NY

BS, Engineering