

JOHN CHILDS

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EXECUTIVE PROFILE

- **Engineering Leader** with product development, safety, acquisition/teaming, supply chain, and manufacturing experience in the United States and globally.
- **Business Development Professional** leveraging technical background and industry knowledge into qualified opportunities, compelling proposals, and high-value awards.
- **Compliance Specialist** for intellectual property, patent law, DSS, CUI, and ITAR.

RECENT PROFESSIONAL EXPERIENCE

GENERAL DYNAMICS OTS

Huntsville, AL USA

(\$2.2 billion defense contractor supplying products for US DOD and international customers)

SENIOR STAFF ENGINEER/ACTING ENGINEERING MANAGER **2019 - Present**

Responsible for HYDRA 70 unguided rocket modernization initiatives and ancillary rocket motor opportunity pursuit. Provide technical support to my own and other GD-OTS SBUs. Member of two GOCO proposal/capture teams.

- **Overall Results: Developed tactical solid rocket motor capabilities at Camden AR facility including interior/exterior ballistics; propellant formulation; grain design; insulation; nozzles; structures; igniters; prototype fabrication/testing and manufacturing process layout. Submitted seven proposals to missile primes in 2021. First ancillary rocket motor contract award anticipated January 2022.**

DAY & ZIMMERMANN, LONE STAR LLC

Texarkana, TX USA

(\$2.4 billion privately held defense and A/E construction contractor)

DIRECTOR OF ENGINEERING **2017 - 2019**

Engineering lead for D&Z division with operations in Texas and Kansas producing grenades, mortar ammunition, artillery primers, boosters, detonators, and other ordnance items.

- **Overall Results:** My teams developed manufacturing process for M1061 mortar round that resulted in a \$35MM base contract and a \$92.5MM contract extension. Completed M67 grenade automation programs. Realized primer line cost reductions. Provided proposal BOMs, PFDs, line designs, cost estimates, and technical volumes resulting in M889A2/M879A1 and other contract awards.

BAE SYSTEMS, INC.

Kingsport TN USA

*(\$4.9 billion defense contractor supplying explosives for US DOD and international customers)***CHIEF ENGINEER****2016 - 2017**

Technical lead for RDX and HMX modernization programs at BAE Holston Army Ammunition Plant. Responsibilities included proposal/design/construction for Holston facilities.

- **Overall Results:** Led three engineering teams of 45 total professionals. My teams completed design milestones for new HMX/RDX recrystallization, jet mill, and nitration facilities on schedule and under budget. Established Systems Engineering process.

GENERAL DYNAMICS OTS

VT/FL USA

*(\$1.4 billion defense contractor supplying products for US DOD and international customers)***PRINCIPAL ENGINEER (NICEVILLE FL)****2014 - 2016**

Technical lead for transfer of Williston VT/Camden AR rocket motor/warhead manufacturing operation to Niceville FL warhead design office, including business capture effort.

- **Overall Results:** Identified US Air Force and US Marine Corps opportunities. Solicited technology suppliers, fabricated prototypes, facilitated teaming agreements, conducted competitive analyses, and wrote technical volumes/master schedules in support of proposal activities resulting in award of BLU-134B contract. Led root cause/corrective actions for rocket motor propellant failures. Facilitated Kaizen events resulting in manufacturing contract HPU reductions.

BUSINESS DEVELOPMENT DIRECTOR (WILLISTON VT)**2011 – 2014**

Identified new business opportunities for warheads, rocket motors, and ordnance systems. Created business capture plans including market analyses, investment requirements, and financial forecasts. Pursued orders, building relationships with prime contractors and Government program offices. Negotiated teaming agreements with technology suppliers

- **Overall Results:** Successfully assessed markets, selected target market segments, created capture plans, identified customers/competitors, and wrote proposals.

- **Helped establish partnering agreements with companies in the US, France, Israel, Italy, and Canada. Secured State Department export licenses. Helped my team win warhead/rocket motor contracts increasing annual sales by >\$20M.**

ENGINEERING DIRECTOR (WILLISTON VT)**2008 - 2011**

Responsible for 55 scientists and engineers developing armor products and weapons systems for the US Army, Navy and Marine Corps. Provided leadership, created technology roadmaps, managed IRAD budget, wrote proposals, and executed development engineering programs.

- **Overall Results: My teams developed armor vehicle integration kits for US Army Stryker AFVs. Developed composite armor products, digital fire control system for M777 155mm howitzer, gun mount and ammunition handling system for US Navy Advanced Gun System, ammunition auto loader for Direct fire Rail Gun, and warhead and motor improvements for the HYDRA 70 unguided rocket system.**

————— **OTHER PROFESSIONAL EXPERIENCE** —————

- Vice President Global Research and Engineering, Dyno Nobel, Inc. Simsbury, CT
- Research Director, Ensign Bickford Company, Simsbury CT
- Plant Manager, Ensign Bickford Aerospace and Defense (EBAD), Graham, KY
- Research Manager, Ensign Bickford Company, Simsbury, CT
- Engineering/Regulatory Compliance Manager, Trojan Explosives, Spanish Fork, UT
- President/Owner, Structural Engineering Services, Tariffville, CT
- Chemical Engineering Manager, Ensign Bickford Company, Simsbury, CT
- Plant Superintendent, Ensign Bickford Company, Graham, KY
- Startup Engineer, Ensign Bickford Company, Graham, KY
- Project Engineer, Ensign Bickford Company, Simsbury, CT
- Test Engineer, Bureau of Explosives, Edison, NJ

————— **EDUCATION AND CREDENTIALS** —————

MS Finance	Rensselaer Polytechnic Institute
MS Computer Science	Rensselaer Polytechnic Institute
BS Civil Engineering	University of Hartford
BS Chemistry	State University of New York at Stony Brook

- Shingo Prize team member and above-shop-floor Kaizen proficient
- Solid Rocket Motor Design, Wickman Spacecraft and Propulsion, Casper WY
- Lindner Ordnance Engineering I and II courses Picatinny Arsenal, Dover, NJ
- CT State PE License (inactive)
- US Patents 7,650,840; 8,033,222; 8,245,643 and 8,794,152