

JOHN CHILDS

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EXECUTIVE PROFILE

- **Technical/Engineering Professional** with management, acquisition, JV/teaming and manufacturing experience in the United States and globally.
- **Business Development Specialist** leveraging technical background and industry knowledge into qualified opportunities and compelling proposals.
- **Compliance Expert** for acquisition/intellectual property, patent law, US Defense Security Service regulations, US State Department export control regulations.

RECENT PROFESSIONAL EXPERIENCE

BAE Systems Inc.
Kingsport TN USA

(\$4.9 billion defense contractor supplying products for US DOD and international customers.)

CHIEF ENGINEER

2016 - Present

Technical lead for RDX and HMX modernization programs at BAE Holston Army Ammunition Plant. Responsibilities include proposal, design, construction supervision and startup for new and upgraded manufacturing facilities. RDX and HMX are the most powerful conventional explosives commonly used in defense and commercial applications. Holston is the sole North American supplier for these and other ordnance materials to the US Department of Defense, its contractors, US allies and commercial customers.

GENERAL DYNAMICS OTS
Williston, VT/Niceville, FL USA

(\$1.4 billion defense contractor supplying products for US DOD and international customers.)

PRINCIPAL ENGINEER (NICEVILLE FL)

2014 - 2016

Reduce manufacturing costs/resolve failures at GD-OTS warhead and propellant facilities. Identify/win new US DOD business for ordnance/warhead/rocket motor supplier.

Overall Results:

- **Labor Cost Reduction: Resulted in lowering hours per unit metric by 50% and 40%, respectively for Camden AR rocket motor/warhead manufacturing programs.**

- **Failure Investigation: identified root cause and formulated corrective actions for rocket motor propellant failure, Valleyfield, Canada manufacturing program.**
- **US Air Force Bomb Opportunity: Identified key technology suppliers, fabricated prototypes, wrote technical volume/master schedule in support of an eight-figure opportunity. Result – successful award.**
- **US Air Force Rocket Motor Opportunity: Identified eight-figure opportunity, negotiated teaming agreements. Negotiated qualification waiver with customer, conducted competitive analyses, fabricated prototypes, wrote technical volume. Result–awarded to competitor.**
- **USMC Ammunition Opportunity: Identified eight figure opportunity, competition, legacy suppliers and estimated cost. Fabricated/tested prototype rocket motors. Solicited key suppliers, and wrote proposal technical volume. Result: successful award.**

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

Identified new business opportunities in the areas of warheads, rocket motors and ordnance systems. Created and executed 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: Effort helped my team win several US DOD warhead/rocket motor contracts increasing annual sales by \$20M. 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.

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

Responsible for 55 scientists and engineers developing and manufacturing 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.

DYNO NOBEL, INC.

Simsbury, CT USA

(\$1.3 billion international manufacturer of commercial explosives and mining services.)

VICE PRESIDENT RESEARCH AND ENGINEERING

2003 - 2008

Led 45 scientists and engineers for Dyno Nobel Inc. in the USA, Chile, Sweden and Australia. Consolidated manufacturing operations, constructed new manufacturing facilities and built an efficient, empowered technical organization.

Overall Results: My engineering teams consolidated redundant facilities in North America, Latin America and Europe, realizing \$30M in manufacturing synergies. Transferred \$50M annual North American production capacity from the USA to Mexican facility. Successfully managed \$20M of capital investment projects. Developed new products for Dyno Nobel global markets. Evaluated acquisition candidates in Asia, Europe, South America and the Middle East.

OTHER PROFESSIONAL EXPERIENCE

- Plant Manager, Ensign Bickford Aerospace and Defense, Graham, KY
- Research Manager, Ensign Bickford Company, Simsbury, CT
- Engineering/Regulatory Compliance Manager, Trojan Explosives Corporation, 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/AAR, Edison, NJ

EDUCATION AND CREDENTIALS

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| 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 expert
- Security Clearance: DOD SECRET
- Professional Engineer, state of Connecticut (Inactive)
- Solid Rocket Motor Design, Wickman Spacecraft and Propulsion
- Ordnance Engineering courses, Picatinny Arsenal