

Nick Anderson

Experience

Ten years of program management and new business development experience in government and industry. US and International program management execution throughout development, testing, fielding, and support stages. New product, new customer business development expertise including identification, capture, and proposal development.

General Dynamics Armament and Technical Products

Program Manager, Advanced Programs

- Identify, capture, and manage new business for \$1B+ company
- Develop teaming agreements, intellectual property, core competencies
- Interact internally and externally at the company President level
- Secured \$2M for new product with new customer, managed within schedule and budget
- Authored numerous teaming agreements receiving corporate approval from Corp VP
- Delivered numerous presentations to company presidents, conferences attendees, customers
- Promoted from Deputy PM to PM within 9 months;

PESystems, Inc.

Deputy Program Manager, Gov't Support Contractor, Mission Planning Program Office

- Managed \$61.2M effort to develop and field mission planning system
- Integrated and delivered over 3M lines of software from multiple vendors
- Received Air Force undersecretary approval for two major milestones
- Successfully fielded system- Prgm. Director sent thank you to company VP on my behalf
- Provided numerous briefings to three-star general, air force and defense undersecretaries
- Awarded Support Contractor of the Quarter for accomplishing major program milestone

United States Air Force (USAF)

Program Manager

- Managed large teams of engineers, industry, depots, and user representatives
- Met program technical requirements within schedule and budget
- Led joint and coalition programs with pentagon level oversight
- Secured \$60M in follow-on funding for successful coalition program
- Saved between \$500M - \$2B by reaching spectrum agreement with Canadian gov't
- Ranked #1 of 26 junior military officers by program office director

Education and Special Certifications

- BS in Mgt., Distinguished Mgt. Graduate, USAF Academy (3.45 GPA)
- Engineering, Science, Math core curriculum
- Active Top Secret / SCI Clearance
- Acquisition Professional Development Program Level II Certified

Strengths

- Program Management
- Business Development
- Capture Management
- Government Acquisitions
- Teaming Agreements
- Proposal Strategy
- Earned Value Management
- International Traffic in Arms Regulations
- Public Speaking

Background

- Fortune 100 Company Business Development, Program Manager
- Air Force Program Management Officer
- Government Support Contractor
- Acquisition Category I Programs
- Joint and Coalition Programs
- Technology Demonstrations
- Program Technologies:
 - Classified Programs
 - Tactical Sensors
 - Directed Energy
 - Electro-Optics
 - Software Development
 - Acoustics
 - Radar
 - Telecommunications