

MATTHEW T. FRITZ, MBA... DRIVING STRATEGIC BUSINESS DEVELOPMENT AND ORDER REVENUES

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VISION - FOCUS - RESULTS: An impactful, collaborative, and performance-focused executive leader with over two decades of success in driving strategic business development and sales revenues for the aerospace and defense industry. A proven change agent, strategic leader, and marketing expert with an MBA and a Master of Science in Strategic Leadership. Recognized for sales campaign excellence, disruptive growth strategy, and financial acumen. A senior business development leader from a large, global aerospace company, and a former Air Force officer with extensive experience in acquisition, flight test, command leadership, and international engagement.

- **Change Agent:** Led large, complex teams to orchestrate strategic planning and program management, operations, logistics, and international engagement at the highest levels, cultivating future business development opportunities, opening new doors.
- **Strategic Leadership:** Led transformative initiatives, achieving revenue targets exceeding 60% through strategic opportunities.
- **Financial Acumen:** Directed \$10M New Business Funds investments budget w/in 1% of target, fostering innovation and growth.
- **Campaign Excellence:** Executed strategic plans for customer-focused sales campaigns, surpassing business plan expectations for various products and services. Launched new digital-focused product support campaign, set company standard.
- **Disruptive Growth Strategy:** Successfully oversaw a critical pivot to a disruptive growth strategy, winning new product support campaign objectives. Re-ignited business opportunity for legacy platform, uncovering revenue/growth previously impossible.

Active Top-Secret Security Clearance | Command Pilot with 2,500 Flight Hours | Current pursuit of Project Management Professional (PMP)

Core Competencies that Drive Results

- Cross-Functional Team Influence
- Program & Project Management
- Domestic / International Acquisition
- Strategic Planning / Execution

- Requirements / Budget / Capture Strategy
- Resource Management / Supply Chain
- Integrated Business Acquisition Process (IBAP)
- Critical Problem-Solving

- Ethical and Moral Strategic Thinking
- Process / Organization Restructuring
- Analytical & Critical Thinking
- Relationship Building Skills

Experience Enhancing Revenues and Market Position in Competitive Environments

Boeing Global Services, St Louis, MO

July 2022 - Present

EXECUTIVE DIRECTOR OF BUSINESS DEVELOPMENT

Drove transformative business development campaign initiatives across Boeing's Global Services US Air Force portfolio.

Partnered with Fighter, Bomber, Mobility and Training teams to elevate presence, innovate key platforms, and achieve wins.

- Generated new opportunities with government partners, leveraged relationships/experience to capture \$9.9B in Air Force orders.
- Developed winning tanker-platform growth strategy, surpassing revenue targets by 60% generating \$2B in strategic business.
- Directed \$10M New Business Funds investment budget within 1% of target, fostering innovation & growth to launch new platform.
- Created and executed strategic plans for 74 modification campaigns, ensuring program readiness and surpassing business plan expectations for F-22, KC-46, C-17, F-15, T-7 and other Air Force platforms, increasing customer satisfaction and retention.
- Successfully oversaw a critical pivot to a disruptive growth strategy from a historically transactional business model. Created a win strategy, developed and shaped proposals/product support campaign objectives, and expanded into four new markets.

Boeing Defense, Space, & Security, Swansea, IL

March 2020 – June 2022

FIELD MARKETING LEAD

Directed contact and capture plans to US Air Force and international customers for aircraft, aircrew and aerospace maintenance products, services, and training solutions, using Capture Teams, Agile, and Business Development methodologies.

- Awarded Boeing Octane Award for leadership in top 10% of business development efforts, achieving 95% campaign win rate.
- Leveraged relationships to bring home \$5.2B in contracts for various aircraft and services, such as Globemaster III Sustainment, KC-46 Lot 6 Production, KC-135 Horizontal Stabs and Ctr Sections, VC-25B Type-1 Training, and KC-46 ABMS Sole Source.
- Lauded by CEO for leading planning/execution of eight industry trade shows, generating 120+ leads and 45 qualified prospects.

Headquarters Air Mobility Command, Scott AFB, IL

June 2017 – Feb 2020

CHIEF OF ACQUISITION REQUIREMENTS

Provided comprehensive, multi-layer portfolio management to 87 senior program and project managers developing requirements to modernize and sustain the world's most advanced mobility aircraft fleet comprised of 1,071 aircraft and systems, valued at \$150B.

- Deployed to Qatar as the Director of Mobility Forces for Air Force Central Command, overseeing over 350 air mobility aircraft supporting operations in Afghanistan, Iraq, Syria and Yemen, and enhancing strategic partnerships with regional allies.
- Achieved delivery of \$47B KC-46 Air Refueling Tanker to Air Force, the first new mobility aircraft delivery in 20 years.
- Accelerated high-visibility selection of two new aircraft to become Air Force One supporting the President of the United States.
- Steered high visibility procurements - \$4B for Air Force One and \$48B for KC-46 aircraft. Shaped \$150B+ aircraft portfolio (1,000 assets / 500+ requirements) - modernized 13 weapons systems supporting seven large joint organizations.
- Created and Co-Chaired the Air Force Airborne Networking Working Group and prioritized cross-organizational requirements. Synchronized support for common information operations across nine major user groups for Air Force, Army, and Navy teams.

92nd Air Refueling Wing, Fairchild AFB, WA

June 2015 – June 2017

VICE WING COMMANDER

Second-in-command of nuclear-tasked air refueling organization comprised of 44 aircraft and nearly 3,000 military members, civilian, and contractor personnel, providing host installation support for 18 tenant organizations and a Washington Air National Guard associate organization. Advisor for \$326M in annual expenditures and payroll; controlled \$5.8B in high-value government assets. Oversaw \$423M Construction Program monitoring project lifecycle through to completion. Sought-out for leadership: Highly requested community public speaker/ mentor. *Awarded Legion of Merit for performance.*

- Recognized with “Leadership Impact” Award by Profession of Arms Center of Excellence for innovative leadership in top 10%.
- Propelled 9,000 teammates to achieve national recognition as top strategic aircraft operations organization in the country, garnering 2 back-to-back Omaha Trophy wins for the first consecutive award in history.

National Assessment Group, Kirtland AFB, NM

June 2014 – June 2015

SENIOR DIRECTOR

Set trajectory and led a premier, selectively staffed team of 103 Army, Navy, and Air Force personnel in a Secretary of Defense-level field activity to assess classified joint warfighter capabilities rapidly. Directed the strategic planning, execution, and reporting on the global assessments of sensitive national programs. Managed a networked complex of classified facilities.

- Executed \$7.4M budget and elevated \$14M in project activity, delivering superior quality independent reports to key acquisition decision makers across multiple high-level agencies.
- Prioritized \$20M in organizational assets supporting client requirements by interfacing with senior Department of Defense. Decreased operating budget 22% by identifying \$500k excess equipment via Lean Six Sigma strategy.

NATO Air Training Command, Kabul, Afghanistan

June 2013 – June 2014

CHIEF OF STAFF

Awarded Bronze Star and personally selected by General Officer for 1-year deployment to lead Commander's Action Group and promoted to Chief of Staff. Managed \$1.1B budget and \$6.5B in assets for 794-member trifecta NATO, U.S., and Joint Coalition team.

- Saved \$2.1B while helping the Afghan Air Force discover and implement a strategy to build and fly a sustainable Air Force capable of fighting the Taliban without U.S. assistance, enhancing national security and stability.
- Enhanced logistics accuracy 150%, decreased workforce requirements 70%, and improved operational mission performance >200% after strategy implementation, earning Secretary of Defense Award for Excellence.

412th Flight Test Squadron, Edwards AFB, CA

June 2011 – June 2013

SQUADRON COMMANDER

Led Air Force Materiel Command's only combat-ready flying organization, a worldwide deployable team conducting operations supporting senior Defense officials and test operations. Controlled \$5.4M budget to operate a one-of-a-kind \$90M avionics test bed.

- Directed culturally diverse staff of 50; re-energized team through personnel restructuring and major mission changeover. Efforts resulted in garnering a medal from the Air Force Chief of Staff for mission leadership.
- Increased performance output 120% over prior year, earning “outstanding” rating as #1 of 5 base organizations.

PRIOR EXPERIENCE:

Various Leadership positions in operational and developmental flight test, Department of Defense acquisition, headquarters staff, and flight operations with Headquarters Air Mobility Command, the Air Force Operational Test and Evaluation Center, NATO, and the Air Force Satellite and Launch Control Network. Earned numerous “Top Performer” awards. Earned 2008 Air Force Modeling and Simulation Test and Evaluation Team Award. Led international relationship management with coalition partners.

EDUCATION | PROFESSIONAL DEVELOPMENT

Master of Science - Strategic Leadership | Air Force Institute of Technology | Dayton, OH | 2007
Master of Business Administration (MBA) | Embry-Riddle Aeronautical University-Worldwide | Los Angeles, CA | 1997
Bachelor of Science – Aviation Management | Southern Illinois University at Carbondale | Carbondale, IL | 1993
Associates in Applied Science – Aviation Flight | Southern Illinois University at Carbondale | Carbondale, IL | 1992

PROFESSIONAL DEVELOPMENT

- **Air War College** (*Senior-level Professional Development Education*) | Air University
- **Air Command and Staff College** (*Intermediate Developmental Education*) | Air University
Inducted into Sigma Iota Epsilon National Management Society due to top-tier academic performance.
- **Distinguished Graduate** – KC-135 Aircraft Commander Upgrade; Command Pilot with over 2000 Flight Hours
- **Acquisition Professional Development Program** – Member of Department of Defense Acquisition Corps
Level III Certification in Test & Evaluation; Level II in Program Management | Defense Acquisition University

COMMUNITY AND VOLUNTEER ACTIVITIES

- **The General Leadership Foundation:** Co-Founder, Social Entrepreneur, Senior Curator and Chief Operating Officer
- **Nepris, Inc:** Facilitator for skills-based volunteering platform to connect with teachers and students across America.
- **Airlift/Tanker Association:** Industry Committee Member
- **Boy Scouts of America:** Committee Member