

Greater St. Louis Area, MO | HireMatthewFritz@gmail.com | 505-322-8121 | <http://www.linkedin.com/in/fritzmt>

**VISION - FOCUS - RESULTS:** Dynamic and results-oriented executive with over 20 years of experience driving strategic business development and revenue growth within the aerospace and defense industry. Proven record of accomplishment leading transformative initiatives, achieving significant revenue targets, and managing complex, multimillion-dollar programs. Adept at cultivating relationships with key stakeholders and leading high-performing teams to success. Significant domestic and international military experience as a former senior officer. Equipped with an MBA, a Master of Science in Strategic Leadership, and an active Top-Secret Security Clearance

- **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**

**CymSTAR, Broken Arrow, OK**

**June 2024 – Present**

**SENIOR DIRECTOR OF BUSINESS DEVELOPMENT**

**Developed and implemented a comprehensive business strategy for the U.S. Air Force, U.S. Space Force, and international markets** aligned with CymSTAR's vision and goals, identifying growth opportunities and mitigating potential risks.

- Identified and evaluated new business opportunities and partnerships, leading business negotiations to close strategic collaborations and teaming agreements. Developed and executed comprehensive business strategies, analyzing market trends and identifying new opportunities, resulting in successful entry into four new markets and significant revenue growth.
- Drove business development initiatives that resulted in significant revenue growth and increased market share, maintaining a robust sales pipeline and actively pursuing new leads and prospects.
- Led and mentored high-performing business capture teams, fostering a collaborative and innovative culture that promoted creativity and success
- Conducted financial analysis, forecasting, and reporting related to business development activities, working closely with the Vice President of Business Development to establish annual budgets and present regular progress reports.

**Boeing Global Services, St Louis, MO**

**May 2022 – March 2024**

**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 – May 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.
- 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 spearheaded JADC2 joint-requirements. Synchronized support for common information operations across nine major user groups for Air Force, Army, and Navy teams.

**92<sup>nd</sup> 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.

**PRIOR PROGRAM AND PROJECT MANAGEMENT EXPERIENCE:**

**Spacelift Range and Automation Phase IIa - Lockheed Martin:** USAF Program Manager for EVMS for cost, schedule, and performance of projects on \$433M contract. Led source selection for RSA Phase IIa. Directed 24-mbr team for system upgrades.

**Defense Contract Management Command (DCMC) - Raytheon:** Led 111 government teammates in missile production facility to provide quality assurance, engineering & technical activities on 1,250 Army/Navy/AF contracts, 12 weapon systems valued over \$25B.

**Air Force Operational Test and Evaluation Center (AFOTEC) - Northrop Grumman:** Division Chief for the Special Operations Test Division, leading 98-member combined AFOTEC/AFSOC division on the CV-22 test program, directing execution of an \$11M budget.

**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.