

DAVID C. COMPTON

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SENIOR OPERATIONS & MANAGEMENT EXECUTIVE

Senior Executive with a long and successful career building and leading organizations. Delivered strong and sustainable gains in continuous process improvement, financial performance, profitability and customer service. Proactive, lead-by-example management style that assigns responsibility, insists on accountability and rewards achievements. Master of Science degree. Open to relocation and travel.

CORE COMPETENCIES

- Strategic Planning & Business Development
- Cross-functional Teambuilding & Leadership
- Global Business Management
- Sales & Marketing
- Business Reengineering
- Budgeting, Cost Reduction & Cost Avoidance
- Multi-site Operations Management
- Contract Negotiation & Control

PROFESSIONAL EXPERIENCE

Dupree Technologies, Dayton, OH

2006 to Present

Division of Phenom Industries, a publicly held product development, services and support contractor for the Department of Defense and Homeland Security. The corporation's annual revenue exceeds \$5B. It operates sites in the US, Canada and the UK and employs nearly 14K people. There are 157 employees in Dayton and 10 field representatives in Ft. Walton Beach, FL. Its revenue is about \$52M per year.

Vice President & General Manager: Led the executive team that merged 2 companies into a single organization. The new operation provides tactical radios, flight control and avionics systems, and intelligence collection products to the US Air Force, Army, national agencies and international customers. Directly manage a cross-functional team of senior personnel representing Contracting, Finance, Human Resources, Programs, Information Technology, Engineering, Operations, Marketing and Security.

Selected Achievements

- Restructured the management process from centralized to functional with key executives being assigned responsibility and held accountable for financial and operational performance.
- Transitioned a government-funded program from one considered not executable to a major revenue producer that is more profitable than anticipated and on target to meet contract schedules.
- Exceeded the annual revenue goal by \$2M while also exceeding the profit objective and almost doubling the cash flow target. Negotiated a contract that accounts for 30% of a key business area's total income.

Continued...

PROFESSIONAL EXPERIENCE CONTINUED

United States Air Force
Colonel

1981 to 2005

Executive Team Leader and Manager for major military aeronautical programs at US installations and the Pentagon. Directed civilian, contracting and military personnel at multiple sites to manage global operations.

Selected Achievements

- Led the division that received the 2000 *General Bernard Schriever Award*, considered the most prestigious award given to an Air Force Materiel Command, Systems Program Office.
- Received the *Outstanding System Program Director* award in 2000.
- Directed the \$20B C-130 program; included systems development, integration and installation of upgrade programs for airlift and special operations aircraft.
- Managed a cross-functional team of Contracting, Administration, Finance and Logistical Support personnel; indirectly supervised 1K employees at 2 sites.
- Established and executed a \$4B aircraft modernization program to modernize C-130 airlift and special operations aircraft cockpits; complied with required federal and international aircraft separation and navigation requirements
- Managed a key project that delivered the first 7 special mission aircraft in just 18 months and improved on-time delivery from 30% to 75%.
- Met or exceeded standards for management of a key program 8 consecutive months and supply standards 20 consecutive months; both recognized as major accomplishments for the operation.
- Kept a critical systems acquisition program on schedule despite numerous unexpected obstacles.

EDUCATION / PROFESSIONAL DEVELOPMENT

University of Dayton, Dayton, OH

Master of Science, Engineering Management; 3.9/4.0

University of Illinois, Urbana, IL

Bachelor of Science, Aeronautical & Astronautical Engineering; 4.4/5.0; summa cum laude

Sigma Tau, Theta Chapter, National Honor Society in Engineering

Sigma Gamma Tau, National Honor Society in Aerospace Engineering

Defense Systems Management College, Ft. Belvoir, VA

Executive Program Manager's Course; the highest level program manager's acquisition course offered for Department of Defense employees

National Defense University, Ft. McNair, Washington, DC

National Security Management Course; studies of all services with emphasis on multi-service military planning, operations, acquisition, resource management