

HAROLD ALEXANDER GRAHAM

AN EXPERIENCED, ACCOMPLISHED BUSINESS EXECUTIVE & LEADER

22 Via Paquete, San Clemente, CA 92673

(942) 994-4571

PROFILE:

An experienced, driven and talented executive, with a wealth of experience in leading and directing global innovation, portfolio and strategy development, business development, and commercialization of advanced technologies that will significantly impact profitable growth. Proven in strategic pursuit and capture of external research and development funding with leading industry and government organizations. Effective in developing strong internal and external customer relationships, anticipating customers' needs and priorities and ensuring the highest level of customer satisfaction. Experienced in working with all levels of key executives and decision makers and in working with all stakeholders in taking all initiatives to their successful fruition.

SUMMARY OF QUALIFICATIONS:

- Has more than twenty-five years of top, diversified experience.
- Strong background in management, profit and loss, business development, strategic planning, program management, budget administration, staff training and development, and client relations.
- Leadership for technology and innovation activity in support of Aerospace Group, a \$2.3 billion business with six operating divisions, global organic growth objectives of revenue.
- Leadership to build innovation and technology network of global business and technology leaders, strategies, and technology portfolios for aerospace commercial, military, and propulsion market segments.
- Leadership for technology and innovation global business development activities with Boeing, Airbus, Lockheed Martin, Northrop Grumman, DARPA, US Air Force, US Navy, US Office of the Secretary of Defense (RTD&E).
- Leadership for global bid and proposal, capture and execution of Contracted Research and Development (CR&D) and Joint Technology Development Agreements with US DoD, Boeing, Airbus, Lockheed Martin, Northrop Grumman, Rolls Royce, and others.
- Leadership for the definition, alignment, planning, and prioritization of technology portfolios (roadmaps) for multiple divisions (six profit/loss centers) within Aerospace Group for commercial, military, and propulsion market segments.
- National and internationally recognized technology and innovation leader in aerospace systems for commercial, military, and propulsion market segments.
- A Fellow of the Institute of Electrical and Electronic Engineers (IEEE), IEEE Distinguished Lecturer, and IEEE Outstanding Achievement Award recipient.
- Global leadership in representing and promoting Aerospace Group with professional organizations: NDIA, AIAA, IEEE, SAE, AHS, and others.
- Possesses U.S. Department of Defense Security Clearance.

CORE COMPETENCIES:

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| ▪ Management | ▪ Profit and Loss | ▪ Strategic Planning |
| ▪ Business Development | ▪ Marketing | ▪ International Relations |
| ▪ Staff Training and Development | ▪ Project Management | ▪ Program Management |
| ▪ Budget Administration | ▪ Technology Development | ▪ Research & Technology |
| ▪ Defense/Military | ▪ Aeronautics | ▪ Leadership |
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PROFESSIONAL WORK EXPERIENCE:

Parker Hannifin Aerospace ■ Irvine, CA

Director of Advanced Development Programs (2005-Present)

Responsible for managing day to day department operations, strategic planning, marketing strategy development, establishing long-range business objectives, supporting operating divisions (on developing technology strategic plans and programs), capturing joint technology development agreements, assisting with new technology development, extensive interface with executive personnel, client relations, and handling a wide variety of special projects. A \$2.3 billion business.

Selected Accomplishments:

- Has successfully identified and captured countless advanced technology opportunities worldwide, which has played a key role in company growth and profitability.
- Has established long-range business objectives, strategic plans, and analysis of business opportunities and surveillance of market segments, which have included air vehicles, propulsion (turbine engines), rotorcraft, missiles, and others.
- Supports six operating divisions (profit/loss centers) on the development and execution of advanced development technology strategic plans and programs for the aerospace aircraft, engines, helicopters, and missile market segments.
- Develops technology alignment plans, and spearheads execution with clients, which include Lockheed Martin, Boeing, Northrop Grumman, Rolls Royce, General Electric, U.S. Office of Naval Research, U.S. Air Force Research Laboratory, U.S. Army Aviation and Missile Research, Development and Engineering Center; U.S. Defense Advanced Research Projects Agency, and U.S. Office of the Secretary of Defense.
- Has played a key role in the development of emerging and maturing technologies in aerospace air vehicle propulsion, power and thermal management, ranging from \$5 billion to \$10 billion in potential market value.

Mechatronic Systems, LLC ■ Huntington Beach, CA (2000-2005)

Founder/President (2000-2005)

A leading firm, which focused on research and development for electrical and electronic technologies for the aerospace market. Responsible for managing daily company operations, profit and loss, strategic planning, marketing work, business development, managing key client accounts, contract administration, overseeing research and development initiatives, and all aspects of client relations.

Selected Accomplishments:

- Launched firm from its inception, and took to immediate profitability and market viability.
- Company captured and executed many research and technology contracts, with many Fortune 500 companies, which included Lockheed Martin Aeronautics, General Electric Engines, and the U.S. Department of Defense.
- Firm was successfully sold to Parker Hannifin Corporation's Aerospace Group, which continued the commercialization of technologies, with an estimated market value of \$5 billion.

Northrop Grumman Corporation ■ Los Angeles, CA

Program Manager – Joint Strike Fighter Integrated Subsystems Technology Program (1997-2000)

Responsible for managing program operations, staff training and development, workflow coordination, establishing program objectives, budget planning and administration, vendor procurement and negotiation, resource planning, contract administration, client relations, and other managerial functions.

Selected Accomplishments:

- Had full responsibility for meeting all program expectations, which included program management, technical, budget, resources, suppliers, and all inclusive contractual commitments to the U.S. Air Force.
- Program was considered one of the most successful technology development programs by the U.S. Air Force, U.S. Navy, and the Office of the Secretary of Defense, with program focusing on the integration of propulsion, power, and thermal management for the Joint Strike Fighter; technologies were successfully transitioned to the development and manufacturing of the U.S. Air Force F-35 Fighter by Lockheed Martin Corporation; program is largest defense program within the U.S. D.o.D.
- Presided over a multidisciplinary program, with contractors including Boeing, Northrop Grumman, and Lockheed Martin; suppliers included Pratt Whitney, Moog, Parker, Honeywell, Sunstrand, and others.

Sunstrand Aerospace. ▪ Rockford, Illinois

Research Principal Engineer/Programs Technical Manager (1985-1997)

Responsible for meeting the technical objectives of contracted research and development (CR&D) programs for the US Air Force, General Electric Engines, Lockheed Martin Aeronautics, and others. Led multidisciplinary team of research, materials, test equipment engineers, designers, technicians, procurement, and cost accounting staff to meet program technical objectives on time and on budget for challenging advanced technology development programs for air vehicles (aircraft) and propulsion systems. Responsible for program status reports, technical reports and presentations, hardware and software design, development and testing, and technical interface with clients.

EDUCATION:

Masters of Science in Engineering.

Case Western Reserve University ▪ Cleveland, OH

Bachelor of Science in Engineering

University of Missouri ▪ Columbia, MO

HONORS, AWARDS & AFFILIATIONS

The Institute of Electrical and Electronic Engineers ((IEEE)

- IEEE Technical Activities Board (1999-2000)
- President, IEEE Industry Applications Society
- Vice President (1999)
- President-Elect (1999)
- Secretary (1998)
- Chapters and Membership Department Chair (1995-1997)
- Chairman, Society Executive Board (2000)
- Nominations and Appointments Committee Chair (2001)
- Constitution and Bylaws Committee Chair (2002)
- Distinguished Lecturer (2000-2002)
- Outstanding Achievement Award (2007)
- IEEE Fellow (2000)
- Chairman, Society Governing Council (2000): led more than 11,100 scientists and engineers in academia, government, and industry from Asia, Africa, North America, South America, Europe, and Australia

The Society of Automotive Engineers International (SAE):

- SAE Excellence in Oral Presentation Award, SAE Aerotech Conference (1993)
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