

John M. O'Leary

Vice President, Development

Mr. O'Leary is a senior development executive with broad experience in the aerospace, technology, and manufacturing industries. His career includes 30 years of highly visible, measurable achievements in making critical operating decisions in finance, marketing and restructuring. Mr. O'Leary's work includes domestic and international investment projects and activities.

He has led development activities in both military and commercial operating areas at General Dynamics' corporate headquarters and divisional levels. He has more than 15 years of experience in business development engagements with Fortune 40 companies as well as small technology firms.

Mr. O'Leary's major achievements include:

- Working with the U.S. subsidiary of a European-based leader in audio/video communications technology to expand its presence in the U.S. government arena. Mr. O'Leary recommended a focus on the U.S. military robotics market, which the client subsequently accepted, leading to a 300 percent increase in revenue over three years.
- Serving as the company expert on reorganization analysis and planning for Space Systems Division. He was the primary corporate reviewer of satellite investment proposals. Mr. O'Leary recommended sale of the division and participated in the divestiture process, achieving revenues of \$300 million.
- Managed a multi-year assignment with a major U.S. industrial company to expand its revenue in China, providing comprehensive decision support analysis (including "must win" opportunities) that led to a nearly five-fold revenue increase over three years.

He offers direct and deep experience in new product investments and new technology decisions, product line competitive reviews, acquisitions and divestitures, and foreign direct investment and development.

