

**KEVIN JT FARRELL**

Washington D.C./Baltimore Metro Area

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P & L Executive with Sustained Success Leading >\$150M Business/Programs  
Inspires Achievement by Building Winning, Results-Oriented Organizations

**PROFILE SUMMARY:**

- \* Passionate about driving profitable growth by developing responsive client relationships with focus on achieving partners' missions, consistently resulting in year-over-year double-digit revenue streams.
- \* Well-honed strategic planning and implementation skills demonstrated throughout career including launching \$30M new business in Fortune 100 firm.
- \* Expertise in managing profitable high-tech design and development teams.
- \* Recognized as a turn-around leader for multi-million dollar, technically complex programs.
- \* Diverse experience: General Manager, programs executive, factory leadership, and IT management.
- \* Certified Six Sigma Black Belt with LEAN principles. ISO 9001 experience/training

**CRITICAL SKILL SET:**

- \* Profitable Growth thru Piercing Mission Focus
- \* Profit & Loss Management
- \* Thought Leadership
- \* Strategic Business Planning
- \* Process Improvement Leader
- \* Strong Customer Orientation
- \* Mentoring & Coaching
- \* Voice of the Customer / VoC
- \* High Performance Leadership
- \* Accountable / Approachable
- \* Tech Savvy Executive

**PROFESSIONAL EXPERIENCE:**

TCOM, L.P., Program Director, U.S. Army Program

2019 – Present

A Privately Held Aerospace Company with Franchise Position in Aerostat Design, Manufacturing and Operations

Accountable for \$1Billion, 5-year program with ~400 people in multiple locations around the world.

- \* Formed leadership group, initiated pre-transition activities in the company and with its 8 subcontractors, ensured the team would be prepared to step into the prime role upon contract award.
- \* When the contract was awarded to TCOM in June 2019, stepped into Program Director role and initiated transition priorities with the customer organization, formally activated subcontract partners, and commenced all related activities required to establish a successful billion dollar DoD program.
- \* *Key Customer/Subcontractors:* U.S. Army, Leidos, AECOM

OWNER - BUSINESS ADVISOR / CONSULTANT, CLEVELAND, OH

2014 – 2019

Engaged by aerospace firm with franchise position in the aerostat manufacturing and services business. Lead transition activity to position the company's customer for success with a ~\$1Billion, 5-year services program for the US Army. With previous clients have served as contract COO for non-profit, contract VP for start-up "for profit" business, and a volunteer with Habitat for Humanity. Maintaining currency with industry by actively engaging network, trade journals, and other media.

- \* Strategy advice and tactical consulting with startups and entrepreneurs.
- \* Business strategy assessment and market positioning.
- \* Evaluation of financial plans and models to assess viability at launch and sustainability.
- \* Assessment of products and services, including evaluation of promotional portfolio.
- \* Location and property suitability analysis.
- \* Career coaching and mentoring with business peers, associates, and friends.
- \* *Key Customers/Clients:* Humanity's Team, Release Well-Being Center, Habitat for Humanity

EXELIS, INC. (FORMERLY ITT/NOW L3-HARRIS), GENERAL MANAGER, PNT, Clifton, NJ 2012 – 2014

A \$5.5B Aerospace Business

Accountable for \$150M+ P&L, managing GPS / Global Position System, including directing a team of 300+ to reach objectives. Led design, development and manufacturing execution as well as strategy, marketing, and sales. Specific GPS program positions include: GPS III Space-Segment Navigation Payload (key sub to LM), OCX Control-Segment hardware and software (sub to Raytheon), NavSat, Signal Sentry, and other strategic PNT programs.

- \* Formed team that developed actionable strategy for driving PNT growth, resulting in more focused R&D investments and business pursuit decisions.
- \* Formally introduced Signal Sentry product line, first GPS User-Segment offering.
- \* Turned-around struggling customer relationship on a franchise program.
- \* *Key Customers/Clients:* U.S. Air Force, Lockheed Martin, Boeing, Raytheon, Northrop Grumman

OWNER - INDEPENDENT CONSULTANT

2010 – 2012

Supported client organizations in achieving superior results on rapid program start-ups.

HONEYWELL INC. / HONEYWELL TECHNOLOGY SOLUTIONS, INC.

1993 – 2010

A \$35B Aerospace and Consumer Products Business

HONEYWELL TECH SOLUTIONS, INC, PROGRAMS DIR, CYBERSECURITY, Columbia, MD 2009 – 2010  
Championed highly-visible, high-growth P&L start-up for cyber security with facilities in Charleston, SC / Norfolk, VA and satellites across US and around the world. Led a team of 125 in providing significant cyber services to US DoD / Department of Defense as well as private sector and international clients.

- \* Developed/implemented strategic plan to grow new business to \$100M in 3 years; achieved double-digit growth.
- \* Formed rapid-response proposal team that achieved 67% reduction in submission cycle time, and boosted contract revenue by 25% the first year.
- \* Established and chaired cross-Honeywell Cyber Business Council to leverage and coordinate corporate capabilities to deliver competitive differentiators.
- \* *Key Customers/Clients:* U.S. Navy SPAWAR, Motorola, Other Honeywell Business Units

HONEYWELL TECH SOLUTIONS, INC, PROGRAMS DIR, ENGINEERING SVCS, Columbia, MD 2005 – 2008  
Spearheaded \$60M+ diverse portfolio of Engineering Services business, leading highly-diversified portfolio of programs, serving DoD and intelligence communities including Information Assurance -- primarily U.S. Navy and Army customers. Directly managed 450 employees, plus cross-functional teams, in fulfilling 20+ contracts.

- \* Consistently achieved “beyond expectations” ratings from customers across portfolio.
- \* Won every recompeted contract in the portfolio.
- \* Increased contract revenue at SPAWAR / Navy by over 100% in 3 years.
- \* Expanded restricted (intelligence community) business base significantly as a result of recruiting and developing highly-competent management team and program technical staff.
- \* *Key Customers/Clients:* U.S. Navy (Various), NSA, U.S. Army, DTRA, USGS

HONEYWELL, INC., SR. PROGRAM MANAGER, GUIDANCE & NAVIGATION, Clearwater, FL 1997 – 2005  
Led cross-functional business serving customers in Europe, Asia and USA in High Technology, Laser / GPS-Based Products Business for customers including: Boeing/USA, BAE Systems/UK, Saab Aerospace/Sweden, Raytheon/USA & UK, Thales/UK & France, Aermacchi/Italy, EADS/France & Germany, and Smith/GE Aviation.

- \* Delivered turn-around results on highly-visibility programs involving customer and technical challenges.
- \* Consistently drove performance improvements including enhancing customer satisfaction, optimizing revenue & profit growth, and maximizing system/technology step-function accuracy.
- \* Spearheaded pursuit to capture new high-accuracy navigation system opportunity as Capture Manager, displacing incumbent on coveted US Navy’s aircraft carrier-based F/A-18 platform.
- \* Expanded international business by 50%+ and served as backup to Aircraft Guidance and Navigation Director (\$110M+ revenue) with P&L accountability.
- \* *Key Customers/Clients:* Boeing, BAE Systems, Saab Aerospace, Finnish Defence Forces, Thales/Racal, Aermacchi

HONEYWELL, INC., FACTORY MANAGER, GUIDANCE & NAVIGATION, Clearwater, FL 1995 – 1997  
Oversaw manufacture and test of \$50M product line used in leading-edge military applications. Scope of activity included circuit card fabrication, system assembly, and integrated unit test.

- \* Relocated factory to new, redesigned facility, improving demand-pull performance, eliminating in-process test steps based on statistical analysis, and installing/upgrading critically important equipment -- surface mount technology / SMT pick & place line, and conformal coating.
- \* Drove 5+ sigma performance with targets set on achieving 6 sigma level. Controlled processes via cycle-time, material/labor costing, defect analysis, and linearity
- \* Decreased costs via flat management structure -- ~100 direct reports including “coaching” staff, production and test engineers, assemblers, and test technicians.

HONEYWELL INC. IT SYS DEVELOPMENT MGR, MILITARY AVIONICS, Minneapolis, MN 1993 – 1994  
Developed applications for IT systems within Military Avionics business unit including all manufacturing, finance, sales and marketing functional areas.

\* Developed and implemented a new, more responsive customer-centric organizational model for \$500M+ business. Assigned leadership role by division VP/GM to facilitate cross-functional executive team, resulting in better alignment and improved responsiveness for the customer across the entire product/service lifecycle.

\* Led evaluation of manufacturing systems portfolio, resulting in implementation of next-generation factory management application.

#### Other Previous Related Experience

BRIDGESTONE/FIRESTONE, INC., Akron, OH

1984 - 1992

\* Business Systems Development Manager, Corporate Financial Systems

\* Manager, IT Strategy and Administration

\* Manager, World-Wide Desktop Computing and Management Services

\* Section Manager/Analyst, Desktop Computing

#### **EDUCATION:**

MBA / Masters of Business Administration, The University of Akron (1992), Akron, OH – 3.84 GPA (4-point scale)

BA / Bachelor of Arts, Economics / Foreign Affairs, The University of Virginia, Charlottesville, VA --  
“Resident of the Lawn” - ask me

The Phillips Exeter Academy, Exeter, NH - Secondary School

#### **AWARDS / CERTIFICATIONS:**

Exelis Annual Incentive Program (2014)

Black Belt – Honeywell Certified

Numerous SSOG /stock option grants Awards

LEAN Velocity Product Development / VPD Trained

Honeywell Leadership Development Program

Firestone Chairman’s Award

#### **SECURITY CLEARANCES:**

DoD Clearance (Pending): Top Secret Clearance

DoD Clearance History: TS/SCI – Full Scope Polygraph Clearance / Secret Clearance

#### **ADDITIONAL INFORMATION:**

\* Not currently seeking a new career opportunity

\* Currently residing in the Washington D.C./Baltimore Metro Area

\* Tech savvy executive - Desktop and mobile platforms – All major components of MS Office and Google platforms