

DAVID M. SNYDER

Summary

Over 25 years experience in business management, business development, supervision, system engineering, product/system design & integration, quality processes, process improvement and facility development, in the services, aerospace, and commercial industry. A proven record of leadership and achievement both within the internal organization and with external customers.

Experience includes: Business management and development, business process development, supervision of engineers/programmers and union employees, project and program management, systems engineering and requirements generation, system and product concept and detail design, testing, manufacturing and design process development, system integration, technology maturation, field support, proposal and technical writing, marketing and sales activities and support, supplier management, and quality system development

Experience

Vulcore Industrial LLC

2007-2010

Vice President Operations & Business Development

Responsible for managing all aspects of the start up of Vulcore Industrial LLC. Responsible for development of business infrastructure, processes and business development for introduction of new products.

ESSEX CRYOGENICS OF MO, INC – Afton, MO

2000 - 2007

Business Segment Manager

Manager of all business processes associated with commercial products including marketing, sales, new business development and product development activities. Provide leadership for all office and mfg personnel in all aspects of the business segment. Responsible for all aspects of new business pursuit including, market research, customer interface, pre-proposal, proposal and post-proposal activities. Perform contract review activities in support of Contracts Administration on both technical and non-technical aspects of contract processes and documentation. Member of current Management Team to manage all aspects of the Cryogenics Division.

- Responsible for transition of military technology into the commercial market – 2 new products in transition
- Managed the product redesign of commercial ambulance LOX systems for re-introduction into the commercial market
- Pursued, won and managed \$1.4 Mil development contract for the Next Generation Portable Therapeutic Liquid Oxygen System, which led to \$12.5 Mil Delivery Order Production Contract
- Pursued, won and managed a \$13 Mil Delivery Order Production Contract for the Deployable Oxygen Generation System
- Pursued, won and managed a \$1.2 Mil per year, 5 year, Life Cycle Maintenance and Management (Contractor Logistics Support) contract for the Portable Therapeutic Liquid Oxygen System.
- Member of capture team to negotiate licensing agreement with Air Liquide for OBOGS technology.

THE MATERIAL WORKS - Red Bud, Illinois

1999-2000

Sales Manager/Quality System Manager

Manager and Project leader of technical, computer and quality activities with a metal processor that produces precision steel and aluminum blanks from coil stock. Responsible for system requirements development, process development and productivity improvement activities. Computer hardware and software project manager to install, maintain NT server/thin client system, develop system requirements and design and test new Visual Basic application and SQL database system to control the sales, production and quality processes. Responsible for company training program development for plant and office in all areas including software applications, sales and manufacturing. Responsible for all activities associated with ISO/QS 9000 certification, including procedure development and document control activities, Quality Manual, APQP, PFMEA, PPAP, MSA and SPC.

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THE BOEING CORP - St. Louis, Missouri

1988-1998

Principal Engineer/Program Manager

Responsibilities included: Program and Project Manager of Crew Systems R&D activities. Program Manager, including estimating, budget and schedule responsibility, of a \$20M Navy technology development program which generated system requirements and developed/designed new crew station concepts/equipment. Designed hardware systems, developed software requirements and managed flight simulations with operational aircrew to evaluate and demonstrate display and equipment concepts. Performed technology investigations & trades and technology maturation planning for Advanced Programs. Member of F-15E Multi Disciplined (including CBU) Transition Team which ensured implementation of new systems did not impact production schedule and make process change recommendations to improve productivity. Activity Captain and Lead Engineer performing systems engineering to design/develop, perform lab and flight tests, and integrate a new oxygen system (OBOGS) into the F-15E aircraft. Develop maintenance and pilot training programs. Managed all suppliers (10+) of F-15 crew station equipment. Performed subcontractor reviews as part of Supplier Certification Program. Performed detail design and drawing change activities on crew station support structural and electrical/mechanical equipment.

- Increased external contract funding for Advanced Crew Systems from \$100,000 to \$1,200,000 in 3 years.
- Increased customer base from 1 to 4 program-funding sources.
- Completed 100% of scheduled project milestones within schedule and budget.
- Performed and managed system engineering activities and implemented new system into production with no impact on delivery schedule.
- Reduced equipment damage and supplier returns of installed equipment by 60% (F-15 Oxygen System).

Experience includes: Supervision of engineers, programmers, union and support personnel, program development, program management, systems engineering, electrical/ mechanical product concept and detail design, testing, data analysis, process development and writing, maintenance and user training development, QFD and Integrated Product and Process Definition, manufacturing support, supplier management, marketing and sales support, technology transfer and Total Quality Management.

AMERICAN ELECTRIC – St. Louis, Missouri

1986-1988

R&D/Project Engineer/Sales Engineer

Responsibilities included: R&D, concept development, design, test, manufacturing support, QA, process writing, training and user manual writing and field support of electrical/mechanical connectors for use in underground residential power transmission applications. Engineering and program responsibility for maintaining existing product lines and development of new products including concept generation, detail design, prototyping, test and production. Provided technical support to sales and marketing staff.

- Developed from concept to production 2 new products in 2 years. One of which was bestseller.
- Decreased reject rate by 75% on manufacturing process of wedge clamps.

ILLINOIS POWER COMPANY - Decatur, Illinois

1985-1986

Results Engineer

Responsibilities included: Performed system engineering and requirements generations, procedural development, testing, preventive maintenance, data analysis and report writing on equipment and systems associated with a power generation plant. Project manager on the design and installation of a water treatment facility piping system for power plant.

Education

MS Management - National Louis University, St. Louis, MO 1995

4.0 GPA

BS Mechanical Engineering - University of Missouri, Rolla, MO 1985

3.4 GPA

References and Publications upon request