

Mark D. Gaspar

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Summary

- Strong communicator – understanding of the federal government, customer value delivery
- Accomplishments – research, development, production of new technologies, domestic and international business development; elaboration and implementation of top-level policies
- Extensive background in customer relations, contracts negotiation, management, and governmental affairs
- Proven excellent performance in the classroom – achieves student learning objectives

Areas of Expertise

- Customer and government relations – legislative affairs, policy development and analysis
- Strategic planning and communications – writing and public speaking
- Domestic, international business development – export licensing
- Program and acquisition management – requirements development, negotiations, contracting
- Software and hardware product development, testing, production
- Staff development, workflow streamlining, training
- Classroom and distance-learning – course design and implementation

Education

George Washington Univ., Washington, DC – Master of International Policy and Practice, 2008

Canisius College, Buffalo, NY – MBA, 1987

Philadelphia College of Bible, Philadelphia, PA – attended 2 semesters, no degree, 1976

University of Pennsylvania, Philadelphia, PA – BA, Chemistry, 1975

Certifications

Defense Acquisition University, Program Management Level I, 2009

- Fundamentals of Systems Planning, Research, Development and Engineering
- Fundamentals of Systems Acquisition Management
- Cost Analysis
- Introduction to Earned Value Management

Affiliations

Hope Presbyterian Church, Garnet Valley, PA

Association for Rescue at Sea

Navy League of the United States

The U.S. Naval Institute

Business Experience

Lockheed Martin Corporation, Bethesda, MD

1995 to 2015

Director, Business Development, Washington Operations: May 2004 – July 2015

- Business development strategic planning, customer relations and legislative affairs for US Navy Littoral Combat Ship and US Coast Guard programs
- Designed and implemented market introduction strategies for new services and products
- Briefed Members of Congress and their staffs on program progress and issues; prepared hearing testimony and witnesses; registered lobbyist
- Analyzed pending legislation, developed strategic plans, and implemented comprehensive communication approaches
- Developed and briefed maritime security policy concepts for senior management and professional symposiums (Washington, San Diego, and London)

Director, Business Development, Maritime Sensors and Systems: July 1997 – May 2004

- Conducted marketing efforts in 18 countries including pricing, product configurations and customer relations – proposal development including trade shows, press releases, advertising, in-country marketing
- Management and personnel development of a worldwide technical marketing staff
- Increased product offerings by 600% and new market entries by 500% including introduction of a three-dimensional graphical analysis tool set, an open architecture shipboard control system, and an advanced light frigate self-defense system
- Implemented over US\$1B of international counter-trade programs: Spain, Norway and Australia – conducted business-to-business symposiums in Oslo, Madrid, and Sydney to expand international teaming partnerships

Manager, International Programs, Surface Systems: 1995 to 1997

- Led product development including an advanced shipboard radar system and system engineering of the overall combat management, command, and control systems
- Prepared complex technical approaches and program plans for the Royal Australian Navy
- Briefed senior Navy and Defence Ministry and Economic Development Authority leadership on advanced naval combat system approaches

Martin Marietta Australia Pty Ltd., Canberra, Australia

1993 to 1994

Manager Contracts and Subcontracts

- Administered Australian subsidiary office including marketing and offset program consultants
- Developed and negotiated US\$450M of teaming, non-disclosure and subcontract agreements
- Conducted business-to-business symposiums in Sydney, Melbourne, Adelaide, and Canberra to expand international teaming partnerships

GE Aerospace, Valley Forge, PA
Manager, Advanced Subcontracts

1985 to 1992

- Re-designed a US\$2.5B per year multi-site purchasing system yielding 25% productivity improvements – managed US\$200M per year of major subcontracts with average negotiated savings of 18%
- Instituted a comprehensive subcontract management-training program including negotiation skills coaching
- Implemented a US\$250M per year material management and factory control system yielding a 10% cost improvement and a 15% inventory reduction

Bell Aerospace Textron, Wheatfield, NY
Manager, Manufacturing Engineering

1977 to 1985

- Directed a US\$30M rocket engine production and high-energy laser prototyping programs
- Designed and implemented new high-reliability electronics production processes for 100% throughput increase
- Performed electro-chemistry and high temperature alloy metallurgy
- Supervised machine shop, process engineering and tooling design operations
- Managed production programs: rocket motors and propulsion tanks, missile guidance systems, and weapons-grade laser systems

Teaching Experience

The Ohio State University, Washington, DC

2014 – 2015, 2020 to Date

Lecturer and Senior Director of Washington Operations, John Glenn School of Public Policy

The John Glenn School Washington Academic Internship Program's mission: bring together upper-division students from a number of disciplines to study the questions of civic engagement, civic participation, and intricacies of domestic and foreign policy making

Courses taught

- Make a Difference in Washington – orients students to the priorities and complexities of the capital of the United States: what it does, why it does it and how
- Federal Policy and Administration – builds foundational knowledge in federal institutions, federal bureaucracy, and the formulation and implementation of federal policy
- Public Affairs Decision Making – designed to make students more articulate, thoughtful analysts of the policy environment – develop the tools to break down complex policy concerns into discrete, intelligible parts and processes
- Policy Analysis Applied – involves development of significant policy paper using the tools of policy analysis, investigation, and assessment to recognize the complexities of policy formation
- Business and Government Relationship – considers the role of government in the business environment and economy and looks at the mechanisms that businesses use to influence public policy.

Cairn University's mission: educate students to serve Christ in the church, society, and the world as biblically minded, well-educated, and professionally competent men and women of character

Courses taught

- Contemporary Federal Law Enforcement
- U.S. Congress and the Presidency
- The Supreme Court
- Writing for Public Affairs
- U.S. Foreign Policy
- U.S. Public Policy
- State and Local Governments
- Counterterrorism
- Criminal Justice and Politics Internships
- Introduction to Crime and Criminal Justice
- Business Strategy & Operations
- Macro and Microeconomics
- International Business
- Applied Statistics for Management
- Project Management
- Negotiations
- Case Studies in Business
- Criminal Justice and Politics Senior Seminars
- Operations Management
- Entrepreneurial Sales and Communications
- Global Business and Economics
- MBA, Organizational Leadership, and Non-profit Leadership Capstones

The George Washington University, Washington, DC

2007 – 2015

Adjunct Faculty, Elliott School of International Affairs

The Elliott School's mission: sponsor scholarship that advances understanding of international problems; educate and train the next generation of national and international leaders

Courses taught

- Transnational Security – an examination of state and societal concerns that transcend borders as well as the policies-strategies to address them: classroom and online
- Homeland Security – the issues and policies associated with the post-9/11 global security environment in US-domestic and international venues
- Writing for International Affairs Professionals – pragmatic communications approaches – analytical tools for graduate students
- Defense Trade in the 21st Century – an analysis of the complex relationship between states and firms in the defense market
- Cyberpreparedness for Business – establishes a business community simulation for the essential practical and negotiating skills necessary for effectively achieving business objectives while managing cyber security risks

Georgetown University, Washington, DC

Summer 2014

Adjunct Faculty, McDonough School of Business

The McDonough School's mission: develop principled leaders with a global mindset to be in service to business and society, ready to address the most significant challenges and opportunities facing business and society

Course taught

- Cyber Risk – essential practical and analytic skills necessary for effectively managing risk in the complex realm of cyber security

Publications and Presentations

Cairn University Magazine, On My Mind, "Driving Away the Darkness – Beacons of Hope" – 2017

European Institute

- “Transatlantic Roundtable on Energy and Environment” Washington, DC. Briefing, “United Nations Convention on the Law of the Sea: Essential for Maritime Safety and Security” – 2007
- “International Conference on US and EU Maritime Policies: Transatlantic Cooperation to Secure and Protect the Oceans” Washington, DC. Briefing, “Regional Cooperation Agreement on Combating Piracy and Armed Robbery: The Benefits of International Collaboration” – 2006

Heritage Foundation

- “Trade Security at Sea: Setting National Priorities for Safeguarding America's Economic Lifeline” – contributor – 2006
- “Making the Sea Safer; A National Agenda for Maritime Security and Counterterrorism” – contributor – 2005
- “Toward A Maritime Security Strategy for the 21st Century: Options and Solutions for Homeland Security”, Symposium, Washington, DC., “Maritime Domain Awareness and Territorial Defense” – 2004

Technology Training Corporation Maritime Security Conference, San Diego, CA. Briefing, “Maritime Trade: Multi-National, Coalition Security Priority” -- 2006

Coast Guard Systems Times magazine article, “Designing Deepwater's System of Systems” - co-author – 2005

Aviation Week Homeland Security Summit & Exposition, Washington, DC., “Maritime Security - What technologies are needed to keep ports, and the vessels transiting them, safe?” – 2005

Defence Systems Equipment International Exhibition, London, UK. Briefing, "Integrated Solutions for Coast Guards – International Deepwater” – 2001