



**Kent D. Holiday**  
**Senior Consultant, RWB Aerospace Professionals**

Nationally recognized leader in business, customer relations, quality, delivery, cost reduction and personnel relations. Created and led several outstanding teams and organizations with greater than \$800 million in revenue and over 3,000 employees.

- Program Management
- Strategic Planning & Budgeting
- Technical Specialist
- DoD Industry Expert
- Business Operations
- Teambuilding

**Accomplishments**

- Program & Strategy Expert**      Reduced Direct Labor 50%, Direct Materials 12%, Indirect Cost 18%. Negotiated company-friendly union contract. Improved customer relations in spite of difficult circumstances. Transitioned the plant products from primarily government deliveries to a 50/50 mix of commercial and government deliveries.
- Technical Excellence**      Significantly improved customer relations. Improved quality of nitrocellulose and extruded powders through rigorous process control. Transitioned plant from losing money to making >12% margins in two years. Improved on-time deliveries 35%. Red and Gold team leader.
- Proposal Specialist, Cost Reductions**      Served as key member of winning proposal team. Reduced cost 30% from prior contract. Solved major supply chain issue for ATK and the Army by solving the links crisis. Transition team leader after proposal win in July 1999.
- Business Operations**      Responsible for all Business Operations at the Group level. Coordinated all Business Operations with the Corporate Staff to ensure adequate and appropriate reporting. Solved several major cost issues at two facilities within the Group.
- Rapid Professional Growth**      Began career as entry level cost analyst and quickly took over responsibilities for cost, budgeting, proposal pricing and all business operations.

**Work History**

- Senior Consultant:** Provide businesses of all sizes the programmatic, strategic, and technical expertise to further their goals and increase profitability. 2017-Present
- Vice President & General Manager, Orbital ATK, Independence, MO:** Led the organization to reduce costs from 12-50% in various areas. Opened up a significant commercial market for the 2012-2017

company, which had previously been 100% defense focused, thereby increasing overall profitability.

**Vice President & General Manager, ATK, Radford, VA:** Greatly improved profitability, product quality, and on-time deliveries through rigorous process control, excellent customer relations, and strategic planning. 2007-2012

**Vice President, Programs & Supply Chain, ATK, Independence, MO:** Actively participated in major proposal that resulted in 30% cost reduction for customer. Led the ATK team through the transition after winning the contract. 2000-2007

**Assistant Controller, Aerospace Group, ATK, Hopkins, MN:** Oversaw business operations for entire Aerospace Group, to include coordination with ATK executives and meeting mandatory reporting requirements. Developed solutions for major cost issues at two different facilities. 1995-2000

**Business Manager, Hercules, Inc., McGregor, TX:** Performed on increasingly complex tasks and earned respect from senior management. Eventually was in charge of cost, budgeting, proposal pricing and all business operations. 1984-1995

### **Education:**

BBA, Finance – Texas A&M University (1983)

### **Awards:**

NDIA, Picatinny Chapter Firepower Award for Outstanding Management - November 2010