



Mark Heinrich
Senior Consultant, RWB Aerospace Professionals

Mark is a proven technical leader with over 30 years of experience harnessing technology to develop and transition innovative solutions to challenging problems in Defense with focus on RF, radar, and weapon systems. Results-oriented executive with track record of building and leading high-performance teams to successfully deliver game-changing capabilities that drive organizational growth. Successfully led the capture and execution of EMD programs to transition capabilities to production. Highly collaborative leadership approach with strong technology background and vision for next generation products & capabilities.

Strategically leads high technology defense teams to disrupt, win, grow and thrive

- Technology – RF, Radar, Weapon Systems
- Innovative Product Development
- Systems Engineering & Architecture
- Strategic Planning
- Program Management & Leadership
- Black Hats / Proposals

Accomplishments

Technology – RF, Radar, Weapons	Senior engineering technical leader responsible for building and scaling a functionally aligned engineering organization to provide a best in class, fast-paced, innovative development environment to enable his division to field game-changing precision RF, mission and weapon systems and products that address current and future operational needs. Led Office of Chief Engineers - responsible for development, training, and retention of the group’s most senior technical leaders. Drove Organizational Excellence initiatives, including knowledge-based / agile product development process deployment, staffing, leadership training and development, prime-level engineering gap analysis/ closure, and business scaling. Supported organizational growth to \$250M+.
Strategic Planning & Leadership	As the Senior Director of Mission Systems, led high performance team at major defense contractor. Was the Senior executive responsible for strategic planning, business execution, and overall P&L performance. Focused on design and development of revolutionary, software-defined multifunction RF systems. Managed \$150M investment and contract portfolio with >40% Compound annual growth rate (CAGR). Executed strategy for disruptive growth in \$9B/year addressable market.
Innovative Product Development	Was Senior Executive responsible for the development and production of affordable seekers and sensors for precision weapons systems. In addition to a host of Proprietary products and programs, key products included Smart Seeker, an affordable, high-performance, low SWAP software defined radar for all-weather precision guided weapons and the family of software-defined Programmable Height of Burst (PHOB) sensors for all-weather precision weapon fuzing. Successfully transitioned PHOB sensors to CHOBS (Cockpit selectable HOB Sensor) EMD and production program.
Systems Engineering / Systems Architecture	Led a team of top-tier engineers with expertise in developing, delivering, and fielding higher performing, lower cost RF and radar solutions faster than our competitors. Provided disruptive RF and radar technology and capabilities to enable warfighters to dominate in all domains by delivering precision ISR and weapon systems. Key accomplishments included leading the capture of four new prime-level franchise weapon sensor programs, strategy acceleration through investments, strategic partnerships, prime integrator gap analysis and closure roadmaps, and organizational excellence.

Work History

Senior Consultant: Using 30+ years of experience, provides technical and strategic leadership to support clients in the defense industry and related fields. Drives innovation and profitability through exceptional knowledge of RF, radar, and weapon systems, as well as best options for technical transition and insertion.	2023-Present
Senior Director, Mission Systems Business Unit L3Harris Agile Development Group, Plano, TX: Senior Executive responsible for development and transition of next generation Mission Systems. Led L3Harris enterprise-wide solutions leveraging the company's leading technology and capabilities. Mission System centerpiece was development of revolutionary, software defined multifunction RF system. Role included strategic planning, business execution, and overall profit and loss performance. Managed \$150M investment and contract portfolio with >40% CAGR. Executed strategy for disruptive growth in multi-billion addressable RF/radar market.	2022 – 2023
Senior Director, Engineering L3Harris Advanced Systems & Technologies, Plano, TX: Senior engineering technical leader responsible for building a best in class, fast-paced, innovative team to accelerate fielding next generation mission, weapon and UAS systems. Led Office of Chief Engineers - responsible for AS&T's most senior technical leaders. Drove organizational excellence initiatives, process maturation, leadership development, engineering gap analysis/ closure, and business scaling.	2019 - 2021
VP, Radar & Weapon Systems L3Harris Advanced Systems & Technologies, Plano, TX: Senior leader over Radar & Weapon Systems portfolio for AS&T. Responsible for strategic organizational scaling to enable growth, system prime competencies, and successful transition from development to EMD to production. Leadership focus areas include strategic staffing, Aerospace System 9100 certification, engineering excellence, quality management, and state-of-the art facilities. Portfolio grew to \$100M+ under his leadership.	2018
VP and GM, L3 Mustang Technology L3 Technologies, Plano, TX: Senior executive responsible for strategic planning, business execution, and overall P&L growth of L3 Mustang division (achieved >20% in 2017). Led business strategy and successful capture and execution of four franchise EMD programs with > \$5B growth opportunity. Successfully transitioned next generation capabilities from development to production. Executed strategy acceleration through investments, partnerships, and prime integrator gap closure.	2016 - 2017
Director Vice President, Seekers and Proximity Sensors, L3 Mustang, Plano, TX: Senior executive responsible for the development and transition of affordable seekers & PHOB sensors for precision weapons systems. Leveraged PHOB tech to successfully disrupt HOB market and won USAF CHOBS (Cockpit selectable HOB Sensor) EMD and production program.	2012 - 2015
Multiple Key Assignments at Defense Contractor Companies: BDM Corporation, Sandia National Labs, Texas Instruments/Raytheon, Mustang Technologies, L3 Technologies.	1987 - 2011
Member, Electrical & Computer Engineering IAB Texas Tech University, Lubbock, TX: Served two terms on Industrial Advisory Board for the ECE Department, College of Engineering. Supported accreditation, student innovation grants, faculty grants, technology roadmap.	2011 - 2016

Education:

B.S., Electrical Engineering, Texas Tech University, 1985

M.S., Electrical Engineering, Texas Tech University, 1987

L3Harris Executive Leadership Program, The Wharton School, University of Pennsylvania, 2021

Security Clearance: Active Security Clearance