

JAMIE M^cMULLIN

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GLOBAL BUSINESS EXECUTIVE

Results-oriented, Visionary, Global Business Executive with extensive maritime, aerospace, and defense industry experience. Proven history of winning new business, delivering complex projects, reducing costs, and improving profitability. More than 10 years of P&L leadership with demonstrated expertise in multi-site management, strategic partnerships, M&A, and program management. Skilled at building high performance teams that deliver customer success and operational excellence. Critical thinker with a passion for creating differentiated solutions that excite customers.

CORE COMPETENCIES

Strategic Leadership | Sales Strategies | Proposals | Creative Problem Solving | P&L Ownership | Talent Management
Program Management Expert | Customer Experience | Operational Excellence | Continuous Improvement | Innovation
Strong Board Relations | M&A | Deal Maker | Negotiation | Product Development | Customer Experience | Value Creation

PROFESSIONAL EXPERIENCE

Dynamics LLC

2023 - Present

Founder and CEO

A management consultancy helping clients make substantial improvements to their business performance. Specializing in:
Growth Acceleration | Sales Performance | Go-to-Market Strategies | Proposals | Sector & Aftermarket Strategies | Pricing
M&A | Acquisition Integration | Program Execution | Planning | Risk Management | Operational Transformation | Analytics

Fairbanks Morse Defense (Private Equity) | Headquarters in Beloit, WI

2021 – 2023

Principal supplier of a growing array of mission-critical technologies plus the premier supplier of turnkey services to U.S. Navy, U.S. Coast Guard, Military Sealift Command, Canadian Coast Guard, commercial and industrial operators.

President of Fairbanks Morse Services (Private Equity) | 2022 – 2023 (Remote)

Accelerated business growth by cultivating key accounts and building a customer centric culture focused on solving our customers' biggest challenges through technical consultation. Owned P&L accountability for a \$300 million division. Directly managed six facilities across six states and supervised a team of 300 personnel delivering services and solutions.

- **More than doubled EBITDA** through the execution of advanced pricing, growth initiatives, and strategic M&A actions.
- **\$1.5 million in cost savings** realized by collaborating with an extended team to reduce 300 priorities to the top three.
- **Integrated service operations of nine acquired businesses and achieved growth for each** over 12 months.
- **Championed connected maintainer solutions** leveraging AI, augmented reality, and robotic systems.
- **Launched an Engineering-for-Services team** and drove growth, capability, quality, and readiness.
- **Secured partnerships** with Boston Engineering, UCONN, Buffalo Pump, Ideal Electric, and Caley Ocean Systems.

Vice President of Business Development & Strategy | 2021 – 2022 (Remote)

Accountable for business growth, segment strategies, and program execution. Supervised 25 team members.

- **Over 30% increase in revenue and EBITDA** realized through the development of new partnerships to expand company reach and drive R&D programs.
- **Reduced customer disruption by 50% and on-time delivery by 20%** through the optimization and alignment of supply chain, inventory, and resources against detailed customer-driven demand.
- **Improved margin by 25%** through the establishment of component pricing criteria and pricing model flexibility.
- **Developed, persuaded, and negotiated three significant long-term services agreements with the Government** to tackle national availability challenge and a shortage of Naval ship assets.

General Manager – Ward Leonard (Private Equity) | 2021 – 2022, Four-Month Position (Thomaston, CT)

Simplified transition for Fairbanks Morse's acquisition of Ward Leonard – an electrical systems provider. Provided general management for business with \$50 million in revenue and supervised 150 direct reports across all functions.

- **Developed first business and product development strategy** by engaging with extended management team.
- **Achieved greater trust across the business** through engagement with cross-functional teams.

Leonardo DRS | Fitchburg, MA**2018 – 2021**

A leading innovator and supplier of integrated products to the military, intelligence agencies, and global defense industry.

Senior Director of Business Development | 2018 – 2021

Accountable for Naval Power Systems business growth for electrical machines and systems. Managed sales strategy, product development requirements within a matrixed organization to support business development.

- **50% increase in orders sustained** by securing new contracts on submarine and unmanned platforms.
- **Expanded the customer base** and won the first integrated electric power and propulsion contract.
- **Established a robust, collaborative business pursuit process** that delivered increased capture.
- **Achieved a 10-year contract extension with GE** by creating a negotiation playbook that delivered mutual value.

Rolls-Royce Marine North America, Inc. | Walpole, MA**2007 – 2017**

Rolls-Royce provides highly efficient integrated power, propulsion, and platform solutions in aerospace, marine, energy, and off-highway applications. Rolls-Royce products and services support key customers globally.

Vice President of Global Naval Campaigns & Business Development | 2015 – 2017

Provided strategic leadership, business intelligence analysis, and overall market strategy for \$500M division. Built an integrated, global team to capture new business opportunities and increase backlog. Managed a total of 45 direct reports.

- **Awarded MT30 gas turbine contracts valued at more than \$1 billion** through program life to build next-generation frigates for Japanese Navy and Italian Navy Helicopter Landing Docks (LHD).
- **Won a \$125 million propulsion contract for 25 ships** through the development of a technical solution that leveraged the expertise of the company's two propeller business units.
- **Streamlined business development process** by integrating efforts across multiple sites, cultures, and languages.

Program Director Roles – New Programs & Services – Americas | 2007 – 2015

Over an eight-year span, managed P&L for three separate business units ranging from \$40 million to \$150 million in revenue per year. Provided strategic leadership and portfolio management for product development and production programs.

- **Increased after-market revenue from \$56 million to \$130 million** with increasing profit margins.
- **15% improvement in on-time delivery** accomplished by introducing program management best practices across all portfolios to improve planning and resource management.
- **Established integrated planning, risk, and resource management** through the implementation of ERP software.
- **Decreased product development risks and gained major improvements in cost and schedule** by creating a standardized governance framework.
- **Influenced change in strategy for the energy division's future power generation family-of-products** as an active member of the Rolls-Royce Corporate Independent Product Development Board.

-PREVIOUS EXPERIENCE-**Rolls-Royce plc | Bristol, United Kingdom****System Integration Program Manager**

- **Eliminated unnecessary modeling and analysis activities** for a \$100 million innovative development program.
- **Delivered all R&D program activities** for the integration of F35 aircraft propulsion vertical lift systems.

Additional Experience: Controls Integration Manager, Lead Designer, and Design Team Lead for Rolls-Royce plc

EDUCATION & PROFESSIONAL DEVELOPMENT**Master of Engineering in Aeronautical Engineering**

University of Bristol (Bristol, United Kingdom)

Master of Business Administration (MBA)

Boston College (Boston, MA)

AFFILIATIONS

Chartered Engineer – Institute of Mechanical Engineers | Member – Project Management Institute
Active Mentor and Judge – MassChallenge Accelerator

CERTIFICATIONS

Active Security Clearance – Secret