

BRIAN HOLT

W145N8376 Honey Lane, Menomonee Falls, WI 53051

bj.holt@sbcglobal.net

Profile

Senior executive management professional with more than 20 years leadership experience in the aviation, aerospace and defense industries. Significant experience in strategic planning, sales and business development, systems management and continuous improvement processes. Complete P&L responsibility with oversight of all value stream and functional activities including sales, customer service, supply chain and procurement, contracts and compliance, finance and human resources.

Experience

President, Derco Aerospace

June 2011 - Present

Lead a \$600 million global aerospace and defense organization of 450 people at three major locations. Oversee all business activities and operations including an FAA component repair and overhaul facility in Milwaukee, WI and an aircraft maintenance and overhaul facility in Brisbane, Australia.

Sr. VP of Business Development, Derco Aerospace

2004 - 2011

Responsible for all US and international sales and business development activity. Managed a team of 95 sales professionals including 35 international representatives supporting business in 68 different countries. Oversaw key functions of the sales process including CRM management, proposal development, and customer relationship management.

International Sales Director, Derco Aerospace

1999 - 2004

Managed a group of 40 sales professionals covering four international regions (Europe, Africa / Mid East, Asia, South America). Direct customer relationship management at a senior level. Oversaw development and execution of annual sales plan and long-range sales strategy.

Education

BSBA Finance – Drake University

1986 - 1990

Bachelor Degree in Finance with an investment track.

Emerging Leaders Program – Darden University

2009

Selected for Emerging Leaders Program at United Technologies Corporation. Broad based curriculum covering all key business functions including finance, marketing, sales, engineering, human resources, quality and product development. Included a yearlong team project focused on developing an improved inventory management system.

Skills

2

- Excellent written and verbal communication skills with the ability to develop and maintain effective relationships with a broad range of technical, commercial and senior executive stakeholders both internally and externally.
- Ability to effectively identify, develop, facilitate and implement improvement and change initiatives across multiple organizations.
- Strong customer relationship and strategic planning expertise.
- Proven management style that is effective, influential and decision focused, underpinned by leadership attributes of open communication, empathy and the ability to inspire.
- Able to create an environment of empowerment, success and positive morale across multiple teams.