

Todd M. Sanders

BUSINESS DEVELOPMENT MANAGER – DEFENSE AND AEROSPACE PROGRAMS



JOB RESPONSIBILITIES:

Manages all key defense and aerospace customer accounts including new projects, the supervision of dedicated design, engineering and production support, and development of new business opportunities.

EXPERIENCE:

More than 30 years of management experience in the precision optics manufacturing industry, with expertise in visible and infrared optical components and assemblies.

DIRECT PARTICIPATION IN KEY LIGHTWORKS OPTICS PROJECTS:

- > Developed and executed new high-volume production program and set up of 10,000 square-foot manufacturing facility, equipment and personnel.
- > Currently involved in the development of Lockheed Martin's Hellfire missile program, Missile Launch Detection (MLD) System, among others.

PREVIOUS EMPLOYMENT:

- > Surmet Precision Optics – Manager of Operations, Sales and Marketing, and Quality Assurance
- > Exotic Electro-Optics – Business Development Manager
- > J.L. Wood Optical Systems – President

CAREER ACCOMPLISHMENTS:

- > Provided hands-on leadership in the development and management of multiple optical manufacturing facilities.
- > Developed and facilitated a company-wide continuous improvement program resulting in lower scrap and re-work costs, along with improved staff communication.
- > Participated in a team effort within the Sales and Marketing department to increase annual bookings from \$10M to \$30M over a six-year period.
- > Implemented certification of ISO 9000-2001.
- > Developed a certified S.P.C. program resulting in a reduction of quality control final inspection time.

AFFILIATIONS AND ACHIEVEMENTS:

- > Management Representative for I.S.O. 9000-2001
- > Certified Category "C" Solder Instructor/Examiner per MIL-STD-2000
- > Holds a Security Clearance to the level of SECRET
- > Member of the American Society for Quality



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