

David H. Grundies  
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An experienced and proven manager of multiple complex programs in both the Naval Service and corporate sector. Well-known and respected by Government and Corporate Senior Leaders in the San Diego Defense Community.

### **Experience**

A Naval Aviator with over 3500 hours and 100 Arrested Landings (Carrier Traps). Completed 26 years of service as an officer in the United States Navy with particular expertise in anti-submarine warfare, Base Operations Support and Financial Management, retiring as a Captain.

Increased the visibility and business opportunities for large and small corporations in the San Diego Defense community. Built business partnerships in San Diego defense community. Initially with Harris Corporation as Manager of Business Development, then at CSC in their Navy/ Marine Corps Technology Center as Director of Strategic Planning, and CACI Corporation as their Director of Naval Programs. He served as President & CEO of GET Corporation, a small electronics company supplier for NTDS systems. Currently the President of Due Regard Consulting, connecting the dots.

**Education** MA, Strategic Studies, U.S. Naval War College, Newport RI  
MS, Personnel Management, George Washington University, Wash. DC  
BS, Business, Wake Forest University, Winston-Salem, NC  
Graduate, College of Command and Staff, U.S. Naval War College  
Graduate, LEAD San Diego

### **Career Highlights**

#### **President, Due Regard Consulting**

Provides guidance to small- and medium-sized businesses on Government Contracts. Links companies with networking opportunities in the San Diego Military Industrial Complex. Helps military members transition to civilian employment.

#### **Transition Seminar Instructor, Ruehlin Associates**

Teaches executive level career seminars to senior military personnel. This instruction provides the tools that facilitate a seamless transition to the civilian workforce.

#### **President & CEO GET Engineering**

Expanded the customer base, product line, and teaming opportunities for this small, established manufacturing company. Initiated marketing strategies, established corporate partnerships and contract proposal participation. Significantly built up the company's marketability.

#### **Director of Naval Programs, CACI**

Increased local awareness and visibility of CACI. Directed a diverse team of

Program Managers whose responsibilities ranged from technical to maintenance contracts. Initiated 5 corporate bids for \$67M in new areas of business. Identified and pursued opportunities within the current customer base.

### **Director of Strategic Planning, Navy Technology Center, CSC**

Authored and directed CSC's emergence as a Tier 1 provider of High Technology Services to Team SPAWAR, in the RIMPAC Area of Responsibility. Leveraged strategic relationships of local commands' infrastructure to obtain entry and provide needed capability to the customer. Formed ideas and converted them into marketing strategies. Leadership in respected, industry-related organizations allowed rapid, ethical entry for business opportunities.

### **Western Region Senior Business Development Manager for Department of the Navy Programs, Harris Corporation**

Stood up and managed San Diego Field Office for \$1B Government Communications Systems Division that resulted in tripling of sales. Established Corporation presence in San Diego by cultivating intimate customer relationships, presenting company overviews and product briefings, and facilitating Program Managers' efforts.

### **Career Naval Aviator with Financial Management Subspecialty & Top Secret Clearance**

#### ***Comptroller, Space and Naval Warfare Systems Command***

Responsible for the \$3B annual budget of the U.S. Navy's high-technology acquisition arm. Advised the Admiral in all financial matters.

#### ***Executive Assistant, Commander, Space and Naval Warfare Systems Command***

Chief of Staff during relocation of Command.

#### ***Comptroller, Naval Air Forces, U.S. Pacific Fleet***

Oversaw all fiscal aspects of a \$2.5B budget for operations and maintenance.

#### ***Commanding Officer, Fleet Logistics Support Squadron Thirty***

Received the Chief of Naval Operations' Safety Award.

#### ***Comptroller, Naval Air Station, Barbers Point***

Directed the \$15M Base Operations Support budget.

#### ***Maritime Patrol Aviation, Worldwide P-3 Operations***

Mission Commander, Instructor Pilot, Instructor Naval Flight Officer.

### **Community Service**

Active in numerous community and business organizations. As a member of the Armed Forces Communications and Electronics Association (AFCEA) served as President of the San Diego Chapter; the Regional Vice President for Southern California, and is currently Chairman of the Board. Past President of Navy League, San Diego Council, and currently on Board of Directors, a San Diego Holiday Bowl lifetime member, founding board member of FleetWeek San Diego, a charter member of San Diego Military Affairs Committee (SDMAC), member of the Defense, Veterans & Military Affairs Committee (DVM) of the San Diego Regional Chamber of Commerce, former President of The American Society of Military Comptrollers (ASMC), member of The Tailhook Association, and life member American Legion.