

## ANDREW S. BUCHAN

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### VP/GM FOCUSED ON DELIVERING STRATEGIC GROWTH

#### *Strategic Visionary Delivering Impactful Growth*

Trusted business leader with exceptional technical acumen, capable of delivering both tactical and strategic growth. Builds strong relationships across technical and business spectrum to develop strategies driving organic and acquisitive growth. Proven ability to identify, define and execute medium to large M&A transactions. International experience across all levels of military & commercial customers. Strong understanding of IP and technology as a value creation driver, with proven experience in delivering balanced investment decisions.

- Strategic Planning
- Growth Strategies
- New Business Winning
- Mergers & Acquisitions
- Generating & growing key customer relationships
- Multi-National Organizations
- Building & leading cross functional teams
- International Business
- Mentor / Coach
- Process Improvement
- Effective Communicator & Team Builder
- Government Relations
- Change Management
- Legislative Affairs
- High ethical standards

### PROFESSIONAL EXPERIENCE

#### **DEEP BLUE STRATEGIC ADVISERS** Strategic Advisory & Marketing

**Current**

Founder and President of small boutique consultancy firm focused on supporting client's growth through a range of strategic enablers including M&A, marketing insights and strategies, business development and government relations.

#### **ESTERLINE TECHNOLOGIES** Mid-Cap Aerospace & Defense (Multiple Locations)

**2011 to 2019**

Progressive responsibility for strategic development activities driving growth across the business, including annual strategic planning process, mergers and acquisitions, business intelligence, market analysis, government relations and lobbying. Provided guidance and oversight to new product & technology development. Specific roles included:

##### ***Vice President, Corporate Strategy (Esterline Corporate)***

**2018 to 2019**

- Drove 40% premium on share price through strategic sale of company for \$4B to TransDigm Group.
- Acted as project focal for sale process leading due diligence and regulatory closing activities.
- Facilitated strategic planning process and led implementation of strategic initiatives at group level.

##### ***Vice President, Strategy and M&A (Avionics & Controls)***

**2017 to 2018**

- Facilitated strategic planning process and led implementation of strategic initiatives at segment level
- \$30M incremental profit over 5 years through multiple acquisitions and divestitures and product licensing deals.
- Achieved 12% EBITDA growth through \$200M strategic acquisition of defense, aerospace, and training group.
- Led over a dozen special strategic efforts in the 2017-18 period on potential portfolio companies.

##### ***Vice President, Business Development & Strategy (Controls & Communication Systems)***

**2012 to 2017**

- Led business development function for \$350M division through team of five employees and four consultants.
- Led annual strategic planning process and ensured alignment with policy deployment and flow down to operating units, including board level and C-suite briefings
- Drove organic growth by 25% from 2013-2018 with achieving record backlog at close of FY18.
- Led \$25M investment in technology portfolio across 5 business units, institutionalizing new R&D management process and winning government funding in partnership with small businesses and academia.
- Authored language for 2017 and 2018 National Defense Authorization Act creating new \$40M program

##### ***Vice President, Business Development (Mason Electric Co.)***

**2011 to 2012**

- Led all business development activity for Mason Electric subsidiary of Esterline including leadership of Advanced Technologies Group comprising four engineers responsible for new product introduction.
- Accomplished 11-month turnaround on troubled product line, generating \$3M new sales at over 50% margin.

## OTHER RELEVANT EXPERIENCE

**THE MARVIN GROUP** Privately Held Mid-Size Aerospace & Defense (El Segundo, CA)

2009-2011

### New Business Leader

Reported directly to president, generated \$20 million in new domestic and international business through new product and/or customers. Implemented business wide continuous improvement initiative. Designed, developed and drove new corporate marketing strategy and brand.

**COBHAM PLC** Mid-Cap Aerospace & Defense (Multiple Locations)

2005-2009

### Director, Business Development

Functioned as business development lead for \$100M weapons carriage and release equipment product line. Governed sales and order intake, future business and technology growth, in addition to strategic planning, acquisitions and market intelligence.

**BAE SYSTEMS** Tier-1 Aerospace & Defense (Multiple Locations)

1998-2005

Progressive engineering leadership positions culminating in heading all aircraft integration aspects of advanced beyond visual range air-to-air missile. Delivered on-time, on-cost weapons for first aircraft carriage trial.

## EDUCATION

**Master of Science (MSc) with Honors in Advanced Systems Engineering**, Loughborough University, Loughborough, United Kingdom

Thesis: "Systems Conceptual Design for a Time Critical Strike Weapon"

**Bachelor of Engineering (BEng) with Honors in Aerospace Systems Engineering**, University of Hertfordshire, Hertfordshire, United Kingdom

Thesis: "An investigation into the dynamic effects of a maneuvering aircraft"

## ADDITIONAL ACTIVITIES

North West Innovation Resource Center   Board Member	2020-Present
Economic Alliance of Snohomish County   Board Trustee and Executive Committee Member	2016-Present
Economic Alliance of Snohomish County   Chair, Advocacy Committee	2019-Present
Pacific Northwest Defense Coalition   Board Member & Vice Chair Advocacy Committee	2017-2019
Everett Public Schools   Strategic Advisory Board and CTE Advisory Council	2016-Present
Snohomish STEM   Executive Advisory Board	2017-Present
Institute of Flight   Board Member	2017-2019
UK Department for Trade and Industry   UK Engineering Ambassador	2004-2007
Royal Aeronautical Society   Branch Vice-Chairman	2003-2005
UK Department of Trade & Industry   Aerospace Innovation & Growth Industry Advisor	2001-2002

## AWARDS

2001 & 2002	BAE Systems Chairman's Award for Innovation
1999 & 2000	MBDA Graduate of the Year

## CERTIFICATIONS

2005	Chartered Engineer   UK Engineering Council
2005	Eurlng   Federation of National Engineering Association

## PROFESSIONAL MEMBERSHIPS

Royal Aeronautical Society (Fellow)  
Air Force Association (Member)  
National Defense Industrial Association (Member)