

# MANFRED BRANDT, MBA

VP/Director of Contracts

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## CORPORATE RISK MITIGATION ▪ GLOBAL OPPORTUNITY BUILDING ▪ INTERCULTURAL RELATIONS

— Solving the most complex contract, security, compliance, and people barriers to business growth —

Linchpin negotiator who **secured career high \$220M international contract** & preserved critical year-end fiscal targets

20 Years' Defense Industry Background ■■■ Active Security Clearance

**Recognized authority on government, commercial, and international contracts** as multidisciplinary business strategist and high-profile tactical leader for Global 500 defense contractors. Advise board and C-level decision makers on the realities and practicalities of diverse business operations affecting enterprise risk management and P&L, embedding policies and procedures to avert legal, financial, reputational, and geopolitical risk. Situational leader, skilled in overcoming performance inertia and project crisis by building solidarity between disparate groups with conflicting agendas.

### LEADERSHIP SUCCESS HIGHLIGHTS

- **Won \$100M pivotal overseas defense contract** and yielded gross margin of 32% to initial 16% projections as in-country program manager.
- **Prevented termination of 6-year, \$300M contract** by traveling to Middle East 9 days after 9/11 to solve technical issues and reclaim client confidence.
- Revived derailed program under threat of shutdown to claim **Most Valued Supplier award** after spearheading rigorous 3-year turnaround.
- **Unlocked gateway for \$10s of millions in new defense contract awards** by guiding 5 marginal business units to receive "Superior" defense security ratings—feat achieved by only 6% of all security-cleared companies.



**GEOGRAPHIC BUSINESS INSIGHT:** Lived and worked in the U.S., Germany, Egypt, and UAE with executive business dealings with foreign governments and subcontractors in 24 countries across the Americas, Europe, Africa, the Middle East, and Asia Pacific.

### LEADERSHIP STRENGTHS

Strategic Planning/Execution  
High-Stakes Negotiations  
Risk Analysis/Mitigation  
Export & Security Compliance  
Executive Program Oversight  
Business Transformation  
9-Figure Budget Administration  
Succession Planning  
JVs/Strategic Alliances  
M&A/Startup Operations  
International Business & Diplomatic Protocol

### CAREER SUMMARY & SUCCESSES

*Voluntarily stepped down from corporate role to focus on life priorities: provided end-of-life support to overseas family member; managed and won 2-year legal suit in German High Court as executor/trustee of high-value estate while stabilizing estate's considerable business portfolio and assets as operations director. Now resolved to pursue next executive career challenge.*

#### Corporate Director of Contracts ▪ 2007–2011

**CHALRING U.S.A.** (division of Chalring Group PLC) ▪ Chicago, IL

*\$600M U.S. division of U.K.-based, \$1.2B world leader in high-tech security solutions; 8 U.S. business units (BUs), 12 sites, and 2,100 staff.*

— Negotiated revenue-propelling contracts with **Department of Defense (DoD), NASA, NATO members, prime defense contractors (Boeing, Raytheon, Lockheed Martin, and BAE)**, and various Middle Eastern & Asian governments. —

— Expansive scope of executive authority included: 1) domestic and international contracts/project manager, 2) corporate information security/facility security officer (FSO), 3) corporate export compliance officer (ECO), and 4) foreign sales support director. —

#### Enduring Successes

- Aligned 8 BUs to system-level compliance, security, and contract standards in record time.
- Fast-tracked \$24M year-end payments; saved \$4M contract and company rep.

Capitalized on international contracting and export experience to assist U.S. startup division venture into foreign markets while protecting its contractual position on \$600M contracts and briefing BoD, C-suite leadership, and corporate GC on how to avoid various levels of high risk. **Launched corporatewide export, contracts, and security compliance programs** with security processes and SOPs, and training program for 52-member team to strengthen business processes and realize favorable yearly U.S. government (USG) audits.

- Introduced aggressive Special Security Agreement that aligned entire division under single policy and raised compliance standards in 2 years to **achieve top defense security rating for 5 BUs in the same year**, rare 6% industry accomplishment.
- **Claimed critical \$16M year-end invoice from USG**, bypassing normal channels to reverse initial management rejections and realign payment cycle.

### Enduring Successes

- Expanded global footprint in Middle Eastern market, securing \$60M in contracts to yield 28%+ gross profit.

### **Corporate Director of Contracts, CHALRING U.S.A. (continued)**

- **Rushed \$8M in errant invoices 12 hours before fiscal year end to hit profit and sales targets** via face-to-face negotiations with Saudi government and bank; rescued \$4M German contract and calmed client via quick resolution of product issues.
- **Mitigated risk during 5 pre-acquisition reviews** as key advisor on merger and integration process; green-lighted \$80M Saudi JV project after enforcing U.S. priorities of proposal, negotiations, signing, and management of contract.



### Manager of Contracts ■ 1998–2007

#### **MORTHROP GROMMAN (MG) CORPORATION ■ Chicago, IL**

*\$33.9B Fortune Global 500 security giant providing solutions in unmanned systems, cybersecurity, C4ISR, and logistics.*

### Enduring Successes

- Merged & stabilized \$500M division, building and retaining high-caliber team.
- Salvaged \$300M at-risk contract to claim Most Valuable Supplier award at contract end and ignited \$60M in added program sales.

Sought out to manage high-value commercial and government contracts in Latin America, Eastern Europe, and the Middle East. Upon M&A activity, promoted after 1 year to transition and lead newly acquired, 12-person contract administration team from New York to processes and culture of Chicago-based HQ. Given charge by SVP for 3-year special assignment to protect major international program that posed considerable risk, simultaneously **forecasting and managing budgets for \$500M in corporate contracts.**

- **Thwarted cancellation of \$300M contract with potential \$1.6B in future losses:**
  - Assembled 20-member team for rapid-response technical troubleshooting to rescue tenuous client relationship and company's industry status.
  - **Avoided \$35M in overrun penalties and \$16M in profit losses** by re-negotiating terms.
  - **Landed and administered \$60M in additional contracts**, plus defense offset agreements, after delivering overwhelming program success.
- **Persuaded USG to redact lowering of performance rating for key MG business unit** by bridging divide in communications and instituting weekly status reports between contract administrator and DoD client's procurement representative.
- **Built and groomed top-flight group of emerging leaders** in newly merged department—66% of new hires into MG management positions—with culture-shift planning, training, merit programs, and metrics-driven performance management.



## EARLIER EXPERIENCE

### Senior International Contract Administrator ■ International Project Manager

#### **U.S.A. DEFENSE/BMY COMBAT SYSTEMS ■ Chicago, IL**

Recruited by \$400M multinational defense vehicle manufacturer based on domain expertise and high-impact sales history. **Structured language to win \$100M commercial sale** in Egypt and subsequently selected to assume reins as in-country project manager on 36-month co-production contract. **Saved \$3M via contract re-negotiations**, optimized throughput of 3 Egyptian factories, created strong client bonds, and gained deep perspective on international business etiquette and cross-cultural communications while managing contracts in Egypt, Saudi Arabia, Thailand, Kuwait, Spain, Greece, Italy, and Morocco; notable highlight includes **negotiating \$220M commercial contract and offset program in Thailand.**

### Marketing/Sales/Business Development Manager, GLEICHNER MOBILE SYSTEMS ■ Heidelberg, Germany

**Secured several \$10M single contracts**, consistently **delivering \$15M-20M of total annual revenue** for \$65M manufacturer while **raising margins to 25%+** with new pricing strategies. Perfected skills in high-profit contract negotiations with prime contractors, several branches of U.S. armed forces, and foreign governments.



## CREDENTIALS

**M.B.A.**, Chicago University ■ Equivalent **B.S. in Business Management**, University of Heidelberg

*Affiliations:* National Contracts Management Association | International Association for Contract & Commercial Management (IACCM) | Society for International Affairs (SIA) | The Society of Industrial Security Professionals

*Speaking Engagements:* Invited to 2012 Contract Management in Aerospace & Defense Conference in Washington D.C., presenting on "International Commercial Contracting – Risk Mitigation" and understanding foreign cultures.

## BEST RE-ENTRY RÉSUMÉ STRATEGY

Manfred had an impressive career directing contract functions but had been out of the corporate environment for 2 years to take care of a family member in Germany during the final stages of illness and assume financial and legal affairs of a large estate. With a career target to re-enter the world of complex military, commercial, and international contracts, it would not have been suitable to develop these past 2 years as a full career marketing story given the sensitive circumstances and deviation from his target industries.

However, we decided that since the experience did call on his international business savvy, negotiations skills, and regulatory/legal insight, it was a story certainly worth expanding upon to give the reader some context surrounding his corporate departure and clarity on how he applied his knowledge and talents in other areas of his life. In the end, we all have life priorities outside of work, and it was a great story to show the reader that Manfred operates with reliability and integrity.

As his focus was now geared toward international opportunities, I provided the reader greater detail in the “geographic business insight” section, and ensured that his resume had strategic keywords sprinkled throughout (i.e. headline/sub-headers, “leadership strengths” section, career marketing stories), and strategically placed “enduring success” sections in the left margins to quickly capture and engage the reader. To round off his international branding message, I took the opportunity to incorporate some graphic elements. Manfred is now armed with a powerful resume to re-introduce himself within his business networks.