

Patrick J. Walsh

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Experience

- 2013-present **LAKESIDE MANAGEMENT PARTNERS, LLC** **ORLANDO, FL**
Cofounder & Managing Partner
- Search Fund established to acquire and assume executive responsibilities for a private small business
- 2011-present **LOCKHEED MARTIN** **ORLANDO, FL**
Business Development Associate Manager – Fixed Wing Fire Control
- Responsible for securing >\$15M in orders annually for advanced electro-optical infrared targeting systems for advanced military aircraft
 - Conducts frequent customer visits to understand requirements and then works with the product teams to establish annual investment, product development, and business capture plans
 - Responsible for showcasing technology / products, and works with the communications team to execute marketing campaigns
- 2009-2011 **LOCKHEED MARTIN** **ORLANDO, FL**
Production Operations Associate Manager – Platform Survivability Programs
- Led the production operations team and developed a comprehensive production system for a highly advance prototype weapons system. This included establishing the production flow with key subcontractors, back shops, and final assembly
 - Resourced a successful production plan with adequate material, manpower, tooling, test equipment, and floor space, and executed within a tight \$10M budget
 - Managed the production schedule, implemented a risk mitigation plan, and met every delivery milestone on time
- 2007-2009 **LOCKHEED MARTIN** **ORLANDO, FL**
Production Supervisor – Fire Control Factory
- Factory Supervisor responsible for managing the production of a highly advanced weapons system for the Apache Attack Helicopter with a peak output of \$400M annually
 - Directly responsible for 20 touch operators and led the cross-functional Performance Management Team consisting of 40 engineers, planners, and technicians
 - Successfully ramped up production from ~6 systems / month to >20 systems / month and still maintained a 100% on-time schedule for all delivery commitments
 - Lean Six Sigma Green Belt Certified and Black Belt Trained. Leveraged skills to facilitate and lead the assembly team to generate over \$10M production savings through waste reduction and increased efficiencies
- 2005-2007 **LOCKHEED MARTIN** **DALLAS, TX & ORLANDO, FL**
Operations Engineer – Operations Leadership Development Program
- The Operations Leadership Development Program is an elite program within the Lockheed Martin Corporation, which is designed to develop high potential early career individuals into the future leaders of the company. During a period of approximately 2 years, ending in July 2007, I was required to perform 4 rotations within the areas of Manufacturing, Quality, Procurement, and an elective area. The purpose of the rotations was to gain experience in the 3 major facets of the operations, with the ultimate goal of understanding the challenges of the business system as a whole
- Education**
- 2007 - 2010 **CRUMMER GRADUATE SCHOOL OF BUSINESS – ROLLINS COLLEGE** **WINTER PARK, FL**
Master of Business Administration - Graduated with honors and member of BETA GAMMA SIGMA, the International Honors Society for Business Excellence
- 2000 - 2005 **ROCHESTER INSTITUTE OF TECHNOLOGY** **ROCHESTER, NY**
Bachelor of Science in Aerospace / Mechanical Engineering and a Master of Engineering in Mechanical Engineering - Graduated with honors and member of PI TAU SIGMA, the National Honors Society for Mechanical Engineering
- Personal** Enjoys boating, sailing, wakeboarding and windsurfing, and on a rare occasion can play a decent round of golf