

CANDIDATE INFORMATION

Name	Syed Naqvi
Title	Chief Growth Officer
Organization	Onyx Aerospace
Organization Type	DoD contractor
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Phone	

CANDIDATE STATEMENTS

Explain how your background, training, experience and/or personal qualities support your candidacy to assume a governance position on the Executive Committee. Provide resume as a separate attachment.

With over 15 years of experience directing large-scale defense and intelligence programs across DoD/IC and commercial sectors, I bring a unique combination of technical expertise and executive leadership to the NAC Executive Committee. As Chief Growth Officer at Onyx Aerospace and previously in senior roles at Raytheon Technologies, I've successfully led strategic portfolio management initiatives, executed classified programs, and developed innovative business frameworks that have consistently increased market share and revenue.

My experience spearheading comprehensive growth strategies and directing multimillion-dollar capture initiatives provides me with valuable insights into the challenges and opportunities within the defense technology ecosystem. I hold Raytheon's Program Management Level 6, Earned Value Management, and CORE certifications, alongside an active Top Secret clearance, enabling me to effectively navigate sensitive program requirements and stakeholder relationships across the defense community.

My background as a U.S. Air Force Reservist for 15 years further enhances my understanding of defense operational needs and technologies. This military experience, combined with my executive MBA and engineering education, has equipped me with both the technical depth and business acumen necessary to contribute meaningfully to NAC's strategic direction and governance.

What do you see as the most significant challenge(s) facing the business type you will represent and how would you propose to address those challenges if elected?

The defense contractor community faces several significant challenges that I would address as an Executive Committee member:

First, the increasing complexity of acquisition processes and timelines creates barriers to rapid technology deployment. I would advocate for streamlined acquisition pathways that maintain necessary oversight while accelerating delivery of critical technologies to warfighters. Having led both DoD/IC portfolio management and commercial product development at ExxonMobil, I can bridge these perspectives to identify practical acquisition reforms.

Second, integrating emerging technologies (AI, space systems, advanced networking) with legacy defense systems presents both technical and programmatic challenges. I would propose establishing collaborative working groups within NAC that bring together traditional defense contractors and innovative technology providers to develop integration frameworks and best practices.

Third, talent acquisition and retention remains a persistent challenge. I would work to establish workforce development initiatives through NAC that create pathways for technical professionals to transition between commercial and defense sectors, thereby expanding the available talent pool.

Finally, ensuring appropriate security protocols while enabling innovation requires careful balance. My experience managing classified programs at Raytheon and Onyx Aerospace has given me practical insights into establishing security frameworks that protect sensitive information while enabling technological advancement.

Please describe the importance of the NAC to your organization and provide a synopsis of the participation in NAC/DOTC since becoming a member (e.g., number of proposal submissions, awards, industry days and membership meeting attended).

NAC serves as a vital bridge between Onyx Aerospace and the broader defense innovation ecosystem. As an organization focused on delivering advanced capabilities to the DoD/IC community, we value NAC's role in facilitating collaboration, standardizing contracting mechanisms, and creating streamlined pathways for technology transition.

Since joining NAC, Onyx Aerospace has actively participated in the consortium's activities across multiple dimensions. We have submitted five proposals through NAC/DOTC channels, resulting in two contract awards for advanced defense technology development. These opportunities have allowed us to expand our capabilities in networked space systems and other critical defense technologies.

Our leadership team has attended six industry days and four membership meetings over the past year, using these forums to build relationships with potential partners and customers. I personally led our participation in the most recent NAC Technology Showcase, where we demonstrated our latest innovations in secure communications systems.

Additionally, our technical teams have contributed to three NAC working groups focused on technology standards and interoperability requirements. This collaborative engagement has not only shaped our internal R&D direction but has also helped establish industry consensus on key technical approaches.

WILLINGNESS TO SERVE CERTIFICATION

Signature



Date

05/19/2025

Syed Ali Naqvi, MBA

www.linkedin.com/in/syednaqvi1

Chief Growth Officer (CGO), Defense & Intelligence Programs/ Business Development

Accomplished executive leader with over 15 years directing large-scale defense and intelligence programs for DoD/IC and commercial sectors. Expertise in strategic portfolio management, classified program execution, and leading cross-functional teams through complex technical initiatives. Strong business acumen with proven track record of expanding market presence and capturing high-value opportunities in defense and intelligence sectors. Known for establishing strategic partnerships and translating complex customer requirements into innovative solutions. Technical depth paired with executive leadership abilities has enabled successful growth strategies and consistent mission-critical program delivery, resulting in expanded responsibilities and increased market share. Earned Raytheon's Program Management Level 6, Earned Value Management, and CORE certifications. **Holds an Active Top Secret.**

KEY SKILLS

Strategic Portfolio Management • Executive Leadership • Defense/IC Business Development • P&L Management • Capture Strategy Development • Government Relations • Program Management • Risk Mitigation • Strategic Partnerships • Technology Innovation • Business Growth & Revenue Generation • Advanced Analytics • Classified Program Management • Cross-functional Team Leadership • Technical Solution Development

CAREER HISTORY

ONYX AEROSPACE

2024 - Present

Chief Growth Officer

April 2024 - Present

Lead enterprise-wide growth strategy and market expansion initiatives across all defense and intelligence sectors. Direct strategic business development, capture planning, and portfolio optimization to drive organizational growth and increased market share.

- Spearhead comprehensive corporate growth strategy, driving market expansion and strategic positioning within defense and intelligence community
- Oversee enterprise-wide portfolio management and P&L responsibility, aligning business development with strategic objectives
- Direct executive-level stakeholder relationships across DoD/IC community, establishing strategic partnerships for high-value opportunities
- Lead multimillion-dollar capture initiatives, implementing innovative business development frameworks to increase win probability

Executive Director, DoD/IC Portfolio

October 2024 – April 2025

Led strategic development and execution of Department of Defense and Intelligence Community portfolio, implementing growth strategies and managing classified programs. Directed cross-functional teams in delivering mission-critical capabilities.

- Spearheaded DoD/IC portfolio management and growth strategy, driving expansion of classified defense programs across intelligence community
- Directed program execution and risk management for sensitive defense initiatives while maintaining relationships with key DoD/IC stakeholders
- Led technical solution development and proposal strategies focused on increasing market presence in defense sectors
- Established strategic frameworks for portfolio optimization, including integration of complex defense requirements

RAYTHEON TECHNOLOGIES**2021 - 2024****Senior Program Manager/ Business Development, Columbia, MD****September 2022- October 2024**

Leading go-to-market planning, new business outreach, capture strategy, and program execution for classified networked space systems and other advanced defense technologies. Managing mission-critical initiatives from conceptual design through delivery while coordinating executive stakeholders.

- Providing strategic consulting for total lifecycle of complex next-generation defense programs with classified elements
- Preparing and presenting multifaceted proposals to high-value defense/intelligence customers and agencies
- Advising leadership on optimizing investments, requirements refinement, and communications planning

Program Manager- Networking and Space Systems, Columbia, MD**June 2021- September 2022**

Directed comprehensive program management for strategic space explorations and other and defense technology platforms. Planned and united cross-organization teams to collect necessities, mitigate risks, enhance budgets/timelines, ensure premium quality, and deploy sophisticated capabilities.

EXXONMOBIL CORPORATION**2014 - 2021****DoD Emerging Capability Manager, Houston, TX****May 2020 – June 2021**

Develop and support cross-functional DoD projects across corporation, collaborating with senior stakeholders at both DoD and ExxonMobil to lead process improvements and streamline operations.

Global Product Technical Advisor/ Program Manager, Houston, TX**June 2018 – May 2020**

Manage new technology projects supporting portfolio planning processes and execution. Directed activities between marketing, research and engineering, and sales to identify new technology investments that improve service offers. Provided technical support for field demonstration of pre-commercialized services.

North America Formulation Coordinator, Houston, TX**September 2016 – June 2018**

Manage the interface between technical and operations functions and global formulation and specification management.

Advance Research Lab Manager, Paulsboro, NJ**June 2014 – September 2016**

Oversaw experimental research for the development of new fuel technologies, including applications in Formula 1 racing and aviation.

United States Air Force Reservist, Barksdale AFB, Dover AFB, McGuire AFB**2009 - Present**

U.S. Air Force Reservist with 15 years of experience across various leadership assignments and operational capacities.

EDUCATION CONTINUING PROFESSIONAL DEVELOPMENT

Executive MBA, Quantic School of Business and Technology, Washington, DC.

BS, Engineering | Temple University, Philadelphia, Pennsylvania

AS, Aviation Maintenance Technology | College of the Air Force, Sheppard Air Force Base, TX

Raytheon Program Management Level 6 Certification

OTHER ACOMPLISHMENTS & AWARDS

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- Raytheon Intelligence and Space Innovators Award (2022, 2023) & Supplier Diversity Employee Award (2024)
 - President's Coin for Program Management Excellence (2023)
 - President, F.I.R.E. (Free Inspiration Reaching Everyone) 501c nonprofit organization (2016 - Present)
 - ExxonMobil Veterans Advocacy Leadership Team Member and Hart's Impactful Veterans Nominee (2020)
 - Multiple ExxonMobil Excellence Awards (2015-2020)