



- Strategic Sales

Dave Patterson is Senior Vice President for Strategic Sales at SMA. He has extensive experience in creating winning capture strategies during source-selection proposal development as well as leading and managing large proposal development projects. He is the former Executive Director, National Defense Business Institute (NDBI) at the University of Tennessee, and founder and managing partner of Castlebridge Keep, LLC, a business development consulting firm.

Previously, Mr. Patterson was Principal Deputy Under Secretary of Defense (Comptroller), responsible for advising and assisting the Under Secretary of Defense (Comptroller) with the development, execution and oversight of the \$500+ billion DoD budget, developing legislative strategies, financial policy and management systems, and business modernization programs. Dave led the Defense Acquisition Performance Assessment Project, a comprehensive evaluation of the DoD acquisition system and decision making processes.

Dave was Special Assistant to the Deputy Secretary of Defense, responsible for managing the Deputy Secretary's personal staff, and advising the Office of the Secretary of Defense Staff on a wide range of national security operations and policy subjects. He contributed to DoD support to the U.S. mission to establish free governments in Iraq and Afghanistan.

As a founding and managing partner at Bucher, Hutchins, Kohler and Patterson, Inc., Mr. Patterson led their commercial consulting practice, developing management strategies for acquiring new business. From 1999 to 2001, he was Vice President and Site Manager for SM&A's support to Lockheed Martin's winning Joint Strike Fighter competitive proposal preparation, organizing and leading the capture teams in developing a straightforward compelling proposal strategy.

Between 1993 and 1999, Mr. Patterson held a variety of positions at McDonnell Douglas (later Boeing) beginning as the Senior Manager for Market Research and Analysis on the C-17 military air cargo aircraft, and later as Director, International Business Development.

Mr. Patterson served in the Air Force from 1970 to 1993, retiring in the rank of colonel, having held a number of responsible leadership and management positions. In 1986, Dave was Air Force Fellow at the American Enterprise Institute. He served in Vietnam flying O-2As as forward air controller. He has a Masters in Counseling Psychology from Chapman University, and is a graduate of the NATO Defense College.

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