



BIOGRAPHY

RANDY HOWARD



Randall (Randy) Howard is the director of Business Development for the F-16/F-22 Integrated Fighter Group, Lockheed Martin Aeronautics. He is the company's primary interface and senior advisor regarding the development and maintenance of key customer relationships, strategy and proposal development, and transition plans supporting the pursuit and capture of F-16 and F-22 new business.

From 2010 to 2014, Mr. Howard led Lockheed Martin Aeronautics' efforts as the Campaign Director responsible for the sale of 40 F-35A aircraft to the Republic of Korea. His previous Lockheed Martin assignments include F-35 pursuit and capture in Italy and Singapore.

Mr. Howard joined Lockheed Martin Aeronautics in 2007 after a 20-plus year career as an officer in the U.S. Air Force. Following several operational assignments, he spent the final nine years of his Air Force career directing international fighter aircraft acquisition programs.

From 1998-2001, Mr. Howard was assigned to the F-16 System Program Office, where he established and directed a U.S. Government team to develop and manage the 102 F-16 Block 52+ aircraft program for the Government of Israel.

From 2001-2005, he was assigned to the office of the Deputy Undersecretary of the Air Force, International Affairs, where he directed \$9 billion in programs with Egypt, Pakistan, Afghanistan, and Oman.

Mr. Howard's final assignment in the Air Force was with the Joint Strike Fighter Program Office in Washington, D.C., where he directed F-35 program activities with the countries of Australia, Denmark, Norway, and the Netherlands. In this role, he was responsible for the development of production, sustainment, and follow-on development agreements between the U.S. Department of Defense and the defense ministries of these four F-35 partner nations.

Mr. Howard holds a Bachelor's Degree in Business Administration from the University of Texas, and a Master's Degree in Economics from the University of Oklahoma.

Randy and his wife Cynthia have three children and five grandchildren.