

Kristi Moe Hope

Think Big! Think Different! Be Vulnerable!

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Over 35 years of experience in worldwide Coaching, Strategic Planning, Business Development, Program Management, Engineering, and Customer Relations. Supervised geographically dispersed teams of up to 100 people and contracts worth over \$500M. Technical & business education including MBA; MS, Aeronautical Science; BS, Electrical Engineering; Executive Coaching, Mediation & Six Sigma Certified. Awarded the *Jordanian Star* medal by King Hussein for leadership during the refurbishment of his L-1011.

- Strategic thinker & organized problem solver – Solution oriented with an entrepreneurial & positive spirit who excels at being open and flexible to achieve team goals.
 - Creative with keen insight into the “Big Picture” who is happiest when multi-tasking and being intellectually challenged.
 - Executive presence with excellent writing, presentation & listening skills - delivers clear messages with impact. Gifted orator, equally comfortable speaking one-on-one or to large groups of staff at all levels, practitioners, corporate executives, US/foreign military General Officers, members of Congress & Royalty.
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Key Accomplishments

- Founder/CXO Leading with Hope – TN, LLC (SDVOSB) – Executive/Performance Coaching, Executive Search, Strategic Planning & DEI/Ethics Training
 - Named Stanton Chase’s Global Sector Leader for Aerospace & Defense
 - Executive positions with large, medium, and small companies
 - Impressive references through authentic relationship development
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Career Highlights

Leading with Hope – TN, LLC (SDVOSB) – Co-Founder/CXO **01/21 – Present**

Co-Founded LwHTN with her husband, a Combat Wounded, Retired Army Colonel providing Executive/Performance Coaching combined with Executive Search incorporating a breadth of time-proven *and* forefront assessments. Encouraging individuals and organizations to identify and embrace their mission and vision.

- Trusted coach/confidant of clients – both those who have already hired LwH and those that haven’t yet (i.e., pro bono while funding is being secured).

Stanton Chase – Global Sector Lead/Aerospace & Defense **05/15 – 12/20**

Recruited to join based on breadth of roles during career combined with recognized breadth/depth of network. Conducts Retained Executive Searches for *strategically important roles* primarily for Industrial and Government entities.

- Routinely achieves trusted advisor / “speed-dial” relationships with clients, candidates, and even with not-selected candidates.
- Recognized within Stanton Chase and especially with clients for identifying true top-talent candidates.
- Led searches in the US, Mexico, China, Canada, and the Middle East.
- Champion of skills-based searches

Hope Consulting, LLC - President

07/10 - Present

Facilitate the creation of strategic plans in alignment with an organization’s mission and vision; and support the tactical implementation, including introductions to potential customers, companies & organizations.

- Led introduction of two small Australian Companies with unique capabilities to USN & USMC, SOCOM & USCG, First Responders, and Local Government entities, as well as multiple Fortune 500 companies.
- Led strategic plan development and implementation efforts, including market segmentation, mission/vision statement creation, tactics identification, partnership & proposal development.
- Led Proposal Color-Teams and subsequent re-writes for multiple companies – ensuring discriminators and answers to “so what?” are effectively incorporated.
- Researched and Created American Flag Interpretive Plan as part of the War of 1812 Bicentennial Celebration
- Led strategic plan development and implementation for Lutheran Church, including market segmentation, website design, capital campaign materials, & mission area expansion

Textron/AAI - Director - Unmanned Systems Strategy, BusDev & Mktg

10/05 - 05/10

Recruited to join due to reputation of results with USMC. Responsible for identifying, articulating, and establishing relationships to meet businesses’ long-term unmanned system vision & strategic objectives.

- Added USMC as sole source addition to Army Tactical Unmanned Aircraft contract.
- Division revenues nearly doubled over tenure
- Led acquisition of Aerosonde Ltd. to fill small UAS gap
- Led gate review process for strategic alliance with Carter Aviation to fill VTOL UAS gap

HONEYWELL - Director - USN/USMC/USCG Programs

03/03 - 10/05

Recruited to join due to reputation with USN/USMC customers. Led geographically dispersed customer needs assessment, growth strategy development & legislative coordination across a wide array of products. Liaison to USN, USMC & USCG for all Honeywell products.

- Directed joint Honeywell/Navy Six Sigma 15-person team resulting in a reduction in component turn-time. The US Navy recognized the team for its outstanding effort.
- Required to deliver difficult messages internally & externally associated with both USMC & USCG customers.

LOCKHEED MARTIN - Series of positions of increasing responsibility

06/86 - 03/03

Director, Domestic Maritime Surveillance

Managed all aspects of new & follow-on Maritime Surveillance Aircraft/adjacent market business capture to ensure desired long-term revenue growth.

- Created overall corporate unmanned aircraft strategy.
- Secured teaming agreement with General Atomics to pursue Navy business estimated to be worth \$500M+ over the life of the program.

Sr. Manager, USMC C4I Business Development

Identified, developed & coordinated new business for USMC C4I programs.

- Led USMC CAC2S proposal
- Extensive legislative coordination

Director, Change Management

Coordinated integration of complex activities associated with the installation of the Enterprise Resource Program. Integrated multiple sites for communication, training, job/org redefinition, process integrity, & customer Change Management activities.

Director - International Programs Washington Operations (Aeronautical Sector)

Managed liaison activities for international programs across DoD, State Department & International Customers. Sold \$500M+ F-16 program to Chilean Air Force.

Program Manager (Lockheed Martin Aircraft Company)

Responsible for managing 100+ people in total program performance of dozens of programs simultaneously, including VIP L-1011, multiple C-130 heavy maintenance/ modification & other commercial/government special projects.

Systems Engineer

Led various system/avionics integration efforts. Determined system requirements and integration philosophy, & brought to flight test the Quiet Knight Program, which blended navigation, digital terrain, LPI (low probability of intercept) radar & threat data to generate & display TF/TA (terrain following/terrain avoidance) flight commands.

Awards

Jordanian Star Medal personally bestowed by King Hussein

Education

- *Master Certified Executive Coach (including multiple Assessments)*, JM Global 2020
- *Certified Interpreter Guide/Planner*, National Association of Interpretation 2010 & 2014
- *Mediation Certification*, National Association of Mediators 2009
- *Certified Six-Sigma Green Belt*, Honeywell, and Textron 2004 & 2009
- *Master of Aeronautical Science*, Embry Riddle Aeronautical University 1993
- *Master of Business Administration*, California Polytechnic University 1990
- *Bachelor of Science, Electrical Engineering*, Valparaiso University 1986

Professional and Personal references available upon request