

# JOHN J COUGHLIN

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| <b>Education</b>                 | <b>CORNELL UNIVERSITY, Johnson Graduate School of Management</b><br>Master of Business Administration, May 2010<br><i>Roy H. Park Leadership Fellow</i> - Awarded full scholarship and stipend based on demonstrated leadership, professional achievement, and commitment to the community<br>Managerial Finance Immersion; Consulting Club; High Tech Club; Triathlon Club<br>GMAT: 740                                                                                                                                                                                                                                                                                                                                                                            | <b>Ithaca, NY</b>          |
|                                  | <b>YALE UNIVERSITY</b><br>Master of Science, Engineering, May 2005<br>Biomedical Optics Research; Yale Faculty Fellowship                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | <b>New Haven, CT</b>       |
|                                  | <b>UNIVERSITY OF RHODE ISLAND</b><br>Bachelor of Science, Electrical Engineering, May 2004<br>Bachelor of Science, Biomedical Engineering, May 2004<br>Bachelor of Arts, French, May 2004<br>Full Centennial Scholarship; Braun-Leygnel Fellowship; Tau Beta Pi Vice President<br>GPA: 3.9/4.0                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | <b>Kingston, RI</b>        |
| <b>Experience</b>                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                            |
| 2007-2008                        | <b>RAYTHEON INTEGRATED DEFENSE SYSTEMS</b><br><i>Senior Systems Engineer</i> <ul style="list-style-type: none"><li>Led multimillion dollar commercial sale proposals for Denmark, Canada, Malaysia, and Poland which resulted in over \$5 million dollars of direct foreign sales contracts</li><li>Initiated a \$2.8M Japan Navy program and led a successful start up gate review</li><li>Received a customer satisfaction award for presenting three weeks of product training to Korean Navy captains; led a team of multi-disciplined engineers and efficiently managed a \$160K budget to develop a training package which remains as an engineering resource</li></ul>                                                                                       | <b>Portsmouth, RI</b>      |
| 2006-2007                        | <b>AIR WARFARE DESTROYER SYSTEMS CENTRE</b><br><i>Combat Systems Engineer</i> <ul style="list-style-type: none"><li>Performed technical performance trade studies, presented decision tree analyses to management, and developed acquisition strategies for optical and weapon systems</li><li>Teamed with the Commonwealth of Australia to develop an innovative combat system specification for a seven billion dollar Destroyer program to meet Navy requirements</li></ul>                                                                                                                                                                                                                                                                                      | <b>Adelaide, Australia</b> |
| 2006                             | <b>RAYTHEON NETWORK CENTRIC SYSTEMS</b><br><i>Product Engineer</i> <ul style="list-style-type: none"><li>Designed, optimized, and executed test plans and for an electronically scanned antenna</li><li>Collaborated with production in Largo, FL and US government environmental test labs to troubleshoot transponder and interrogator production and qualify new products</li></ul>                                                                                                                                                                                                                                                                                                                                                                              | <b>Towson, MD</b>          |
| 2005-2006                        | <b>RAYTHEON INTEGRATED DEFENSE SYSTEMS</b><br><i>Systems Engineer</i> <ul style="list-style-type: none"><li>Teamed with Anteon and Bath Iron Works to develop a Concept of Operations manual</li></ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | <b>Portsmouth, RI</b>      |
| 2004                             | <b>LINCOLN LABORATORY</b><br><i>Biodefense Engineer</i> <ul style="list-style-type: none"><li>Explored microwave radiation as a means to neutralize airborne bacteria</li></ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | <b>Lexington, MA</b>       |
| <b>Skills, Awards, Interests</b> | <ul style="list-style-type: none"><li>Graduate of Raytheon Engineering Leadership Development Program (RELDLP)<ul style="list-style-type: none"><li>- One of sixteen selected for management rotational program with senior level mentoring</li></ul></li><li>Active Department of Defense Secret Clearance; Six Sigma Specialist</li><li>Graduate of <i>Principles of Systems Engineering</i> and <i>Earned Value Management Training</i></li><li>Recipient of <i>Outstanding Intellectual Property Award</i> from University of Rhode Island</li><li>Recipient of \$10,000 Grant from National Collegiate Inventors &amp; Innovators Alliance (NCIIA)</li><li>Fitness enthusiast who enjoys weightlifting, outdoor recreation, and international travel</li></ul> |                            |