



Charlie Dale

Teams: International, M&A Support & Due Diligence

Expertise Areas

- Global Business Development, Pursuit and Capture
- International Defense Market Analysis & Strategies
- Competitive Intelligence and Strategic Marketing
- Foreign Military Sales, Direct Commercial Sales, Foreign Military Financing & Defense-Related Security Assistance
- U.S. Defense and Security Policy
- NATO Subject Matter Expert

Professional Experience

Mr. Dale is an expert in international business development, strategic planning and marketing, and competitive intelligence practices. He supports clients with market analysis, opportunity identification, and strategy development, with a focus on pursuing strategic growth through expanding market share, penetrating new markets, or acquisitions. Mr. Dale has successfully supported a broad spectrum of U.S. and foreign defense and aerospace companies in strategic business efforts. Within TSG's M&A Support and Due Diligence team, he supports private equity groups in pre-acquisition market analysis and target identification, as well as post-acquisition strategy development.

In his 15-plus year consulting career, Mr. Dale has built a record of success helping clients win new business and grow in U.S. and international markets. Client capture efforts he has supported to wins include the U.S. Army's Light Utility Helicopter (LUH) and Joint Light Tactical Vehicle (JLTV) programs.

As the former Director of Defense Partnership and Cooperation for NATO, Mr. Dale is a recognized NATO expert, and has helped clients secure international sales in several allied countries including Spain and Turkey. His extensive experience with foreign military sales (FMS), direct commercial sales (DCS), and U.S. security assistance programs includes supporting sales to Iraq. He works throughout the Middle East and other geographies important to defense firms, including South Asia (Pakistan and India). Prior to his consulting and NATO careers, Mr. Dale served a 24-year career as an officer and maritime patrol pilot in the U.S. Navy.

Key Positions

- Director, Defense Partnership and Cooperation, NATO International Staff (Brussels, Belgium)
- Director, Policy Planning, U.S. Mission NATO (Brussels, Belgium)

Education

- M.S., National Security Strategy, National War College
- M.Sc.A., Science and Technology, The George Washington University
- M.S., Chemistry, Naval Postgraduate School
- B.S., Chemical Engineering, Villanova University

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