



Dr. Jon Waldrop

**Teams: Air Force, Defense & Aerospace,
Government Relations, International, M&A
Support and Due Diligence, Security**

Expertise Areas

- Air Force Aviation Programs
- International and Multinational Business Development
- UAV, Sensors, C4/ISR, and Tactical Aviation
- DoD - Industry and Strategic Partnerships
- Organizational Leadership

Professional Experience

Dr. Waldrop supports U.S. and global clients throughout the U.S. government contract process with opportunity discovery, due diligence, competitive intelligence, building competitive advantage, color teams and proposals, and contract success. He delivers significant experience and expertise working for client success with the Department of Defense (DoD) and across the U.S. and global aerospace and defense industry, especially for C4/ISR, F-35, F-16, and C-130J programs.

Prior to joining The SPECTRUM Group (TSG), Dr. Waldrop served as Vice President for Business Development at Israeli Aerospace Industries, leading business growth efforts focused on sensor technologies and UAVs for Israel's largest aeronautics and defense company. Previously, he served as Director, International Programs, Aeronautics for Lockheed Martin, where he led corporate interface with government and military partners on Foreign Military Sales (FMS) and Direct Commercial Sales (DCS), acquisition, requirements, export, appropriations (SASC, HASC, SAC, HAC), and customer requirements, including supporting Joint Strike Fighter and F-16 programs.

Dr. Waldrop served a 22-year U.S. Air Force career as an airborne C4ISR and Strike program rated aviator and commander. He served as USAF operational liaison officer to UK and NATO AWACS programs and an airborne strike commander throughout operations Desert Shield and Desert Storm.

In addition to his work at TSG, Dr. Waldrop is a professor of international business for the MBA program at the University of Maryland.

Key Positions

- VP, Business Development, Israeli Aerospace Industries
- Director, International Programs, Aeronautics, Lockheed Martin
- Professor of International Business, University of Maryland

Education

- D.B.A., International Business, University of Maryland
- M.B.A., University of California, San Francisco
- B.A., Pennsylvania State University
- Graduate, USAF Air War College
- Graduate, U.S. Naval War College
- Graduate, USMC Command and Staff College

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