

# Manish Parikh



**Manish Parikh** is the VP of Business Development and Strategy for BAE Systems Intelligence & Security (I&S) sector. I&S is comprised of 7,000 employees across the United States and abroad with annual revenue of \$1.7 billion. The business delivers a broad range of solutions and services including intelligence analysis, cyber operations, IT, systems development, systems integration, and operations and maintenance to enable the U.S. military and government to recognize, manage, and defeat threats.

In his Business Development role, Manish oversees the execution of new pursuits and contract recompetes. He is responsible for leading all aspects of the business development organization including opportunity identification and qualification, capture execution, CI/PTW, and proposal operations. In his Strategy role, he leads the sector strategy development and execution, which involves investing and growing in priority Intel markets, expanding Defense footprint and pursuing adjacencies in International and Commercial markets.

Appointed in September 2013, Manish brings over 25 years of experience in providing organizational, business and technical leadership for IT Service Management, cybersecurity operations, intelligence services, system engineering and architecture design, system and software development.

Prior to joining BAE Systems, Manish held positions of increasing responsibility in the Lockheed Martin Information Systems & Global Services Defense business. Most recently, he served as the deputy VP for Data Analytics and Services and was responsible for their growth strategy, execution of a 100+ programs portfolio, meeting financial commitments, business development activities, overhead budget management and team development. Prior to that, he was responsible for the day-to-day technical leadership of multiple Enterprise IT Services programs, which involved network/cyber/data center operations, service delivery, architecture development, service transformation and innovation, affordability initiatives execution, metrics/SLAs compliance, as well as for the technical performance and career development responsibilities for a 1,500+ employee organization. Under his technical leadership, his team was successful in winning over \$1B in new business with the Army, Air Force and other DoD customers.

Manish serves on the board of directors of the Professional Services Council. He holds a Master of Science degree in Electrical Engineering from the University of Maryland, College Park and currently resides in Maryland, with his wife and two teenage children.