

Mark Pearce - Professional Biography

Strategic Leader • Organizational Architect • Aerospace & Defense



Mark Pearce is a seasoned executive with over 30 years of leadership and P&L accountability experience in the Aerospace and Defense (A&D) sector. He is a Partner of Trusted Partner Advisory LLC, specializing in strategic advisory, capture strategy, and organizational design. Mark's expertise enables organizations to create high-impact operating models, refine business processes, and build mission-focused teams, ultimately allowing clients to optimize performance and sustain profitable growth.

A retired Northrop Grumman Senior Director, Mark led the Special Mission Aircraft Operating Unit, securing major campaigns such as the U.S. Army's SEMA Contractor Logistics Support (\$1.2B) and U.S. Air Force's BACN CLS awards (\$1B). He provided his customers with lower costs through data-driven forecasting, optimizing cost-per-flight-hour and inventory levels. He orchestrated the successful integration of the Orbital/ATK Armed Reconnaissance organization and turned around underperforming programs to consistently achieve annual performance incentives.

As Vice President at Sierra Nevada Corporation's (SNC) Integrated Mission Systems, Mark oversaw delivery and lifecycle support for over 30 Airborne ISR systems deployed in Afghanistan and Iraq for the U.S. Army and SOCOM. Additionally, he led the successful CBP Multi-Role Enforcement Aircraft (MEA) program, delivering over 15 assets. In his six years at SNC, he grew annual awards tenfold (from \$30 million to \$300 million).

Mark's leadership combines rigorous analytics with an ownership mentality and disciplined processes. He excels at engaging with all stakeholders, embedding performance metrics, and cultivating high-performing, mission-focused teams. Mark is dedicated to helping organizations enhance their performance and achieve both sustainable and profitable growth. He holds an MBA from Loyola University of Maryland and a BSME from Bucknell University.