

David P. Hayzlett

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Summary

Senior FAA Growth & Strategy Executive with 30+ years leading business development, strategic capture, market shaping, and mission modernization across the federal aviation and aerospace markets, with deep experience supporting the Federal Aviation Administration and National Airspace System. Deep expertise in mission- and safety-critical communications, surveillance, enterprise networks, air traffic management, and NextGen modernization. Proven long-horizon growth leader who engages FAA customers years ahead of procurement to shape modernization, acquisition, technology adoption, and competitive positioning across \$50M to multi-billion-dollar opportunities.

Skills

- **FAA Growth & Market Strategy**
- **Strategic Capture & Market Shaping**
- **Executive Customer Engagement**
- **FAA/NAS Modernization**
- **Mission-Critical Communications**
- **Air Traffic Management & Surveillance**
- **Enterprise Networks & Infrastructure**
- **FAA Acquisition Strategy**
- **Strategic Partnerships & Teaming**
- **Competitive Strategy**

Experience

VOICE COMMUNICATIONS SUBJECT MATTER EXPERT & GROWTH ADVISOR | 2025–2026

Peraton - Virginia, United States

- Supported Peraton's successful FAA BNATCS pursuit and subsequent program recruitment, leveraging deep FAA mission, customer, voice communications, and NAS modernization expertise.
- Engaged FAA VoICE leadership on the agency's multi-billion-dollar modernization of mission- and safety-critical NAS voice communications, providing customer insight, technology alignment, and strategic growth guidance.

DIRECTOR, BUSINESS DEVELOPMENT | 2024–2025

Parsons - Virginia, United States

- Led strategic positioning and capture for the FAA's \$200M+ VoICE opportunity and ~\$70M Surface Movement Radar pursuit, shaping executive customer engagement, competitive strategy, solution development, teaming, and investment priorities to strengthen Parsons' position in the FAA/NAS modernization market.

DIRECTOR, GLOBAL PURSUITS | 2020–2024

Collins Aerospace - Maryland, United States

- Shaped long-horizon FAA market strategy and led strategic capture for major communications, surveillance, and enterprise modernization initiatives, influencing customer priorities, technology alignment, acquisition strategy, and corporate investment to create and accelerate high-value growth opportunities.
- Spearheaded capture strategy for the FAA's ~\$750M NEXCOM and ~\$3B FAA Enterprise Network Services (FENS) pursuits, mobilizing geographically dispersed, cross-functional teams across solution development, competitive positioning, teaming, pricing, and executive customer engagement.

- Advanced strategic positioning across VolCE, FENS, and Surface Awareness Initiative (SAI), integrating communications, networks, surveillance, navigation, automation, and digital technologies into differentiated NAS modernization strategies.
- Expanded Collins Aerospace's FAA and aviation market positioning through engagement with FAA, global ANSPs, CANSO, and emerging aerospace innovators, strengthening the partner ecosystem and identifying opportunities in next-generation aviation modernization.

SENIOR BUSINESS EXECUTIVE | 2017–2020

CACI - Virginia, United States

- Spearheaded long-horizon FAA market shaping and capture strategy across major VolCE and FENS initiatives, influencing modernization, acquisition, technology, and competitive strategies; shaped the ~\$1B Flight Service recompetes and led industry engagement that secured an OTA supporting the \$3B+ FENS acquisition, reducing programmatic risk and positioning CACI for significant downstream growth.
- Expanded CACI's aviation modernization strategy into NOAA weather surveillance and decision-support opportunities, integrating weather capabilities with FAA operational and mission requirements to broaden the addressable market and create new pathways for growth.

DIRECTOR, BUSINESS DEVELOPMENT | 2015–2016

Xerox - Virginia, United States

- Led end-to-end capture of a \$75M USDA opportunity, directing customer engagement, solution development, competitive positioning, teaming, pricing, and proposal execution to secure the contract.

VICE PRESIDENT, BUSINESS DEVELOPMENT / ACCOUNT EXECUTIVE | 2008–2014

Serco NA - Virginia, United States

- Spearheaded strategic growth across Serco's FAA portfolio, capturing ~\$270M in awards across Air Traffic Control, Flight Services, Aviation Safety, Training, and Systems Engineering, significantly expanding the company's FAA market presence.
- Led capture, recompetes, and transition of the FAA's \$170M Federal Contract Tower program, providing executive oversight for mission delivery across ~70 FAA towers while strengthening operational continuity and customer confidence.
- Directed capture strategy for the FAA's \$1B+ Technical Support Services Contract (TSSC) and introduced emerging technologies supporting the FAA's ~\$1B Flight Service program; led Serco's participation on Exelis' SE2020 team, capturing multiple systems engineering task orders supporting NAS and NextGen modernization.

DIRECTOR, BUSINESS DEVELOPMENT | 2005–2008

Saab Sensis – Washington DC, United States

- Led FAA business development and long-horizon market shaping for advanced aviation surveillance and air traffic management technologies, driving FAA and industry adoption of ADS-B and next-generation surveillance capabilities while influencing modernization concepts, acquisition direction, technology adoption, and integration into the evolving NextGen architecture and National Airspace System.

SR. ASSOCIATE | 2002–2005

Booz Allen Hamilton – Virginia, United States

- Supported FAA aviation modernization and business strategy initiatives, bringing technical, acquisition, and management consulting expertise to National Airspace System programs and customer priorities.

Education

George Washington University – MBA

University of Cincinnati – BSEE

George Washington University – Doctoral Studies, Decision Support Systems

University of Colorado – Graduate Studies, Computer Science