



Daniel J. Bedoya

**Regional Business Development Manager, Central & Eastern Europe
Lockheed Martin Rotary and Mission Systems**

Dan Bedoya is Regional Business Development Manager for Central and Eastern Europe for Lockheed Martin Rotary and Mission Systems. In this capacity Mr. Bedoya is based in Bucharest, Romania, and is responsible for leading Business Development activities in the region, including customer engagements, market intelligence, industrial strategies, and growth initiatives.

Previously, Mr. Bedoya was a Regional Sales Manager for Sikorsky Aircraft Corporation, where he was responsible for military and commercial aircraft sales in Europe and the Middle East. In this role he was responsible for developing strategies and leading new business pursuits in Romania, Germany, Spain, the UK, and Israel, as well as identifying new sales opportunities and developing customer relationships in the region.

Prior to Sikorsky, Mr. Bedoya held several roles in Strategy & Business Development at Lockheed Martin. He was a Project Manager for Rotary and Mission Systems Executive Leadership, where he supported all aspects of Business Development for the 35,000-employee business area. He was also a Capture Manager for Lockheed Martin Training & Logistics Solutions, where he led new business pursuits for military training for U.S. and international customers. Mr. Bedoya is a graduate of the Lockheed Martin Operations Leadership Development Program, where he held positions in Sourcing, Quality, and Operations Engineering.

Mr. Bedoya graduated from the University of Michigan with a Bachelor of Science in Engineering degree in Industrial and Operations Engineering. He received his Master of Science in Engineering degree in Industrial and Operations Engineering, also from the University of Michigan.