



## Kyle C. Gladu

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Operating Unit Contracts Manager  
Long Range Air Defense Programs  
Maritime/Land Sensors & Systems Division  
Northrop Grumman Corporation

Kyle C. Gladu currently serves as the Long Range Air Defense Operating Unit Contracts Manager. In this role, which he assumed in 2022, Mr. Gladu is responsible for supporting proposal preparation, negotiation, contract administration and execution to ensure proper acquisition and fulfillment in accordance with contract requirements, company policies and legal requirements.

In 2013, upon receiving his Masters of Business Administration from Shenandoah University, Mr. Gladu began his career with the corporation in the Information Systems Sector in Richmond, Virginia. Until 2014, Mr. Gladu supported the Virginia Information Technology Agency (VITA) efforts as a Contracts Administrator.

From 2014 to 2016, he served as a Contracts Administrator for the Land and Self Protection System Division supporting several programs (STARLite, VADER, Voice Switch, Biohazardous Detection Systems, VIC-3, VIS-X) across multiple customer bases which include US Army, USMC, FAA, USPS and Direct Commercial Sales.

From 2016 to 2022, he served as the Lead Contracts Administrator responsible for the proposal and subsequent negotiation (~\$1B) of a Major Defense Acquisition Program (MDAP) for the acquisition of AN/TPS -80 Ground/Air Task-Oriented Radars (G/ATOR).

Over the course of his career, Mr. Gladu has thus far mainly been working domestic/US Government business, however of since 2022 is currently pursuing and executing business in the Europe, Middle East, North Africa, Asia and North and South America.

He earned two bachelor's degrees 1) Business Administration and 2) Kinesiology from Shenandoah University in 2012.

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