

Mike Salerno

Program CFO - BDS 777X Program

Summary

Finance executive with broad experience across aerospace businesses – including development programs, production programs, personnel services, and MRO. Experienced in managing large business portfolios with proven performance in cost reduction, asset management, and contract negotiation. Proven leader who works across the entire business - from strategy and business development through execution of day-to-day business requirements. Has always been viewed as a key contributor on business executive teams.

Experience

Program CFO - BDS 777X Program at Boeing

April 2015 - Present (9 months)

CFO for Boeing Defense' support of Boeing's newest airliner - the 777-9X. Program efforts include engineering design of new composite wing along with production of wing leading and trailing edges.

Division CFO - Boeing at The Boeing Company

June 2009 - March 2015 (5 years 10 months)

CFO for Weapons and Unmanned division of Boeing. Product lines included Insitu ScanEagle, Harpoon/SLAM/ALCM Cruise Missiles and JDAM/SDB Precision Munitions. Responsible for more than \$1B in annual revenues.

Director - Finance at The Boeing Company

May 2003 - June 2009 (6 years 2 months)

CFO for Aircraft Maintenance, Repair, and Overhaul (MRO) facility. Products included C-17 Globemaster, KC-135, KC-10, C-130 plus entry into commercial aircraft MRO work. Responsible for more than \$500M in annual revenues.

Division Controller at The Boeing Company

October 2000 - May 2003 (2 years 8 months)

Unit was responsible for Boeing defense personnel services. Locations included Oklahoma City, Fort Walton Beach, and St. Louis. Responsible for \$400M in annual revenues.

Finance Positions - Estimating / Pricing / Fin Cntrls / Audit / Corp Dev at The Boeing Company

January 1985 - September 2000 (15 years 9 months)

Have broad experience in government contract acquisition and defense industry.

Skills & Expertise

Contract Negotiation

Cost Management

Development Of Employees

Financial Analysis

Business Strategy

Leadership

Cash Management

Strategic Financial Planning

Supplier Negotiation

Cross-functional Team Leadership

Financial Accounting

Corporate Development

Strategy

Business Development

Earned Value Management

Six Sigma

Program Management

Process Improvement

Continuous Improvement

Operations Management

Mergers & Acquisitions

Risk Management

Financial Modeling

Executive Management

Supply Chain Management

Pricing

Forecasting

Management

Budgets

Business Process Improvement

Variance Analysis

Strategic Planning

Business Planning

Project Planning

Analysis

Lean Manufacturing

Capital Budgeting

Manufacturing

Aerospace

Cost Accounting

Finance

Government Contracting

Defense

Aircraft

DoD
Aviation

Education

Washington University in St. Louis - Olin Business School

MBA, 1985 - 1990

University of Missouri-Columbia

BS, Industrial Engineering, 1980 - 1984

Activities and Societies: Member Tau Beta Pi National Engineering Honor Society

Honors and Awards

Certified Public Accountant - MO - 1999

Volunteer Experience

Mentor at American Corporate Partners (ACP)

May 2014 - October 2015 (1 year 6 months)

Worked with a veteran mentee who was seeking help in making a career transition into Finance. Provided coaching on resume and profile preparation, management expectations, and networking. Mentee successfully transitioned to a Finance career in November 2015!

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[Contact Mike on LinkedIn](#)