

TIMOTHY W. GLINATSI

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SENIOR ENGINEERING AND PROGRAM MANAGER

***Engineering and Operations Management ▪ Strategic Planning ▪ Team Building and Leadership
Regulatory Compliance and Certification ▪ Functional and Detail Ship Design ▪ Program Development***

Dynamic manager and executive offering over ten years of experience and success in leading engineering and operations teams, driving start-up and turnaround efforts, improving customer relationship, maximizing new business opportunities, and delivering products that are on time, on schedule and under budget. Recognized agent for change with documented ability to lead engineering and operations activities in support of strategic objectives. MS and BS degrees.

PROFESSIONAL EXPERIENCE

GENERAL DYNAMICS – NASSCO, San Diego, CA

2000-Present

Manager, Government Engineering Projects (2007-Present)

*Supervisor, Outfit Engineering (2006-2007) • Production Area Manager (2002-2005)
Production Associate & Intern (2000-2002)*

Oversaw and coordinated all engineering and design activities for government new construction programs, including budget and schedule performance, technical resolution and new design development. Directed technical and compliance negotiations with Navy, regulatory bodies and classification societies.

Led pre-contract design and capture efforts for engineering department on government business opportunities, including the recently-awarded MLP design project.

Selected Contributions & Accomplishments

ENGINEERING & OPERATIONS MANAGEMENT

- ❖ Drove the resolution of all technical and design issues in support of eight on-schedule vessel deliveries, and subsequent obtainment of over \$60M in associated delivery incentives
- ❖ Managed the estimation and implementation of over 300 government-funded contract and design changes
- ❖ Headed the execution of design contracts in excess of \$14M on the Navy's Mobile Landing Platform design/construction project, and the successful delivery of over 200 individual engineering and design products
- ❖ Developed inter-department processes for government inspection and acceptance that resulted in ~20% reduction in recorded discrepancies for vessels delivered
- ❖ Led the resolution team for major reengineering efforts, including a ~\$2M re-design of decking and perimeter configurations in refrigerated cargo holds
- ❖ Oversaw the construction of cargo and main deck zones of three oil tanker vessels, including responsibility for cost, schedule, quality and delivery

TIMOTHY W. GLINATSIIS / PAGE 2

PROFESSIONAL EXPERIENCE, CONTINUED

COST REDUCTION & AVOIDANCE

- ❖ Sponsored and directed a cost-down initiative to reduce decking attachments in cargo holds, resulting in a multi-ship cost savings in excess of \$6M
- ❖ Solicited, obtained and implemented over \$2M in government funding for cost reduction studies and initiatives on the T-AKE construction program
- ❖ Directed the execution of 23 individual cost avoidance special studies
- ❖ Chaired a cross-organizational Tactical Problem Solving Group to address major cost and technical issues on Government programs; team's accomplishments include the establishment of an alternative regulatory program for addressing multi-ship procurements, and an associated avoidance of over \$5M for MARPOL changes

COMPLIANCE & REGULATORY

- ❖ Supervised the resolution of all regulatory compliance issues on existing and new government ship designs, including USCG, IMO, and ABS requirements
- ❖ Developed a process for the evaluation, incorporation and disposition of regulatory, classification and flag-state requirements changes
- ❖ Obtained provisional enrollment in Alternate Compliance Program for the nascent MLP program well in advance of established shipbuilding timelines, enabling fulfillment of program schedule and corporate strategy

BUSINESS DEVELOPMENT

- ❖ Coordinated and presented pre-contract concept design and proposal for Navy command-and-control replacement vessel - LCC(R); secured over \$600K in design funding and developed a low-cost alternative to existing platforms
- ❖ Participated in the development of the winning design proposal for the Navy MLP program, including the assembly of company estimates and justification
- ❖ Negotiated content of contracts and deliverables for three design extensions on MLP; current aggregate funding exceeds \$14M, with construction funding expected in mid-2010
- ❖ Led the development of a concept design for a logistics support ship variant of the T-AKE intended for acquisition under the foreign military sales program

STAFF DEVELOPMENT

- ❖ Recruited, interviewed and presented final hiring recommendations for corporate management training program; efforts included on-site presentations at leading maritime institutions, and participation in university student review panels, and resulted in the successful hiring of over 20 graduates
- ❖ Implemented focused composition and technical writing training program for Engineering Projects team, resulting in noticeable advances in writing abilities

EDUCATION & CREDENTIALS

Master of Science, Ocean Systems Management
Massachusetts Institute of Technology (MIT), Cambridge, MA

Bachelor of Science, Marine Engineering & Shipyard Management
U.S. Merchant Marine Academy, Kings Point, NY