



Biography

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WESLEY SPREEN

**Campaign Manager
International Business Development
Boeing Rotorcraft Systems**



Wesley Spreen is campaign manager for International Business Development at Boeing Rotorcraft in Philadelphia, where he is responsible for marketing Boeing helicopters in India.

From 1994 to 1998, Spreen was Philadelphia's senior manager for Sales and Marketing in Asia and the Pacific Rim, with responsibility for the Boeing sales staff who worked individual countries in the region. The product line included the CH-47 heavy lift helicopter, the V-22 tiltrotor, the Model 234 civil helicopter, and the BB-609 civil tiltrotor. During his tenure in this job, his organization sold helicopters in Singapore, Taiwan, Korea, Japan, and Australia.

Prior to joining Boeing, Spreen served in various capacities at Lockheed Fort Worth Company (which acquired General Dynamics in 1993), with responsibilities involving international marketing and cooperative manufacture of the F-16 fighter aircraft.

In 1992, Spreen was based in Korea as managing director of a program to organize and implement an industrial undertaking to enable Korean industry to manufacture 110 F-16 aircraft in Korea under license to General Dynamics.

In 1990-91, Spreen was director of international operations at the Fort Worth Division of General Dynamics. In this position, he was responsible for program management of all activities involved in manufacturing the F-16 aircraft outside the United States.

From 1980 through 1989, he was based in Brussels, where from 1986 onward he was managing director of the General Dynamics European headquarters. In this position, he was responsible for European manufacturing operations involving coproduction of the F-16 aircraft. During his tenure, European production lines manufactured and delivered more than 400 complete F-16s.

In 1979, he was supervisor of international cost analysis at General Dynamics Fort Worth. His responsibilities included participation in traveling negotiating teams in Europe that established the contractual basis for European coproduction of the F-16.

From 1976 through 1978, he worked for Bell Helicopter in Tehran, Iran, as a financial manager of a Bell cooperative program with the Iranian government to manufacture and maintain helicopters in Iran. This program involved large-scale training of Iranian management trainees designated by the Iranian government to lead the country's newly developing aerospace industry.

In 1974 and 1975, he was a civilian contractor aboard U.S. Navy ships in the South China Sea, including eight months aboard the aircraft carrier USS *Oriskany*. During this time he was based primarily in the Republic of the Philippines.

From 1971 through 1973, he served as a Foreign Military Sales planner for the U.S. Air Force Logistics Command at McClellan Air Force Base (Sacramento, Calif.) and Wright-Patterson Air Force Base (Dayton, Ohio).

In addition to his professional activities in the aerospace industry, he has maintained an active involvement in higher education, and at various times has taught off-campus college courses for the University of Maryland, Boston University, Chapman University, and the University of Phoenix.

In 1987, Spreen served as the official U.S. representative to the NATO Industrial Advisory Group. He has also worked as a paid consultant to the U.S. Central Intelligence Agency.

Spreen's educational background includes a doctorate in Applied Economics from the Université de Louvain, a master's in International Economics from Ohio State University, an MBA from Wright State University, and a bachelor's in Economics from Ohio Wesleyan University. He is the author of several books on the aerospace industry,

including "Marketing in the International Aerospace Industry," the leading textbook on the subject.

Spreen is fluent in French.

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