



John E. Greene, Jr. (Jack)
Director, Corporate Contracts

Jack Greene is the Director, Corporate Contracts, on the staff of Marcy Palus, Vice President Contracts, at Lockheed Martin corporate headquarters in Bethesda, MD. He is the primary corporate representative for all international commercial contracting actions. Jack is also the Corporate Contracts liaison to the IS&GS and MFC business areas and provides business advice on large dollar value proposals through participation in Independent Non-Advocate Reviews (INARs) and Executive Planning Panels (EPPs).

Jack has over twenty-five years of experience in international, commercial and government contract/subcontract negotiation and business development. He has performed in-country negotiations in over 30 countries. His commercial negotiation experience includes: aerospace and defense; oil/gas, and petrochemical lump sum turnkey engineering, procurement and construction projects and technology licensing; hydrocarbon and power operations and maintenance services; high technology manufacturing and R&D; and pharmaceutical and environmental services. His U.S. Government contracting experience includes the FAA, Departments of Defense, Energy, and Homeland Security as well as GSA. He has extensive experience in drafting and negotiating system sales/installation, technology licensing, joint venture, consortium, and teaming agreements. His international experience includes three years as a senior commercial manager in Paris, France.

Previously, Jack held the role of Director – Contracts & Commercial at Cobham plc. In that role, Jack led the contracts and commercial activities of 14 separate business units spread throughout North America, Europe and South Africa. Prior to working at Cobham Jack led the contracts activities at Sensis Corporation and American Science & Engineering. Jack also spent 14 years at Raytheon serving in both its defense and commercial engineering & construction entities.

Jack has graduated from Raytheon's Contract Management Development Program and Cobham's Senior Development Program.

Jack has a BS in Finance from Boston College and currently resides in Reston, VA with his wife, Nathalie, and their two children. Jack and his family have dual US and French citizenship.