



Jeff Goldfinger Biography

Born and raised in New Jersey, USA, Jeff graduated from Northwestern University with a degree in Computer Science and was immediately commissioned an Ensign in the U.S. Navy. After a 20-year career in naval aviation, Jeff has spent more than a decade in the aerospace and defense industry. His experience in the Navy included instructor tours at some of the Navy's premier learning centers of excellence: the Naval Strike Warfare Center ("Strike U.") and the School of Aviation Safety at the Naval Postgraduate School. He also spent his final years as a Contracting Officer's Technical Representative (COTR) for two unmanned aircraft programs. Since retiring from the Navy, Jeff has spent more than a decade in industry as a program manager, capture manager, business developer, business unit leader, "Intreprenuer" and business educator.

When serving in a capture or proposal role, Jeff has directly won more than \$50M in new business and consulted / coached teams that have captured more than \$1.5Bn. He and his clients have produced an average proposal win rate of 82% in an industry where 30-35% is the norm.

As an instructor / educator / public speaker, he has more than thirty-five years of experience at all training levels – apprentice to expert, vocational to masters-degree credit, small workshops to week-long conferences. He has spoken in front of classrooms and to audiences from six to six hundred on five of the seven continents.

Jeff's volunteer activities have included the American Red Cross, as a disaster services aid, first aid, CPR and water safety instructor / instructor trainer, as well as involvement with ASTM International, as Committee Chair of F38 followed by a three-year elected term on ASTM's Board of Directors.

For continuing education, Jeff is a graduate of The Aji Networks' Business Professionals Course (BPC), an alum of their LEIP program, completed multiple programs with Pluralistic Networks and continues to study with Dr. Fernando Flores and his team.

Jeff relishes being a husband, a father of three and a grandfather of two. He enjoys sailing, martial arts and flying general aviation aircraft as an FAA-certificated commercial pilot (single-engine land category with instrument rating). Jeff currently resides in Broadlands, Virginia, USA.