

Yishai Mendelsohn, BS Eng., MBA

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Professional Summary	An experienced engineering program manager with a strong background in aircraft design, development, manufacturing, and integration. Similarly strong in international business development, strategic operations, data collection and analysis. Well versed in all phases of aircraft design: preliminary design, systems design, production, manufacturing, assembly & test, certification, and engine integration.	
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EDUCATION	M.B.A., University of Michigan, Ross School of Business <i>Master of Business Administration, December 2006</i> Emphasis in International Business and Entrepreneurship	Ann Arbor, MI
	B.S. Eng., UCSD School of Engineering <i>Bachelor of Science in Aerospace Engineering, June 2001</i>	San Diego, CA

EXPERIENCE	Israel Aerospace Industries (IAI) <i>2014 - Present</i> <u>Manager, Intelligence and Information Center</u> <ul style="list-style-type: none">• Providing major strategic decisionmakers (CEO, BoD, senior executives) with actionable intelligence and recommendations on future project direction and current performance• Developed novel data sources and analysis methods to combine and analyze large databases of disparate world data to generate real-world relevant business intelligence and market analyses.• Developed and led the creation of intelligence reports and market analyses for major decision makers throughout the company, in coordination with corporate upper-level management, the CEO, and the Board of Directors.• Responsible for the company's patentability requests and freedom to operate reports. <u>Project Manager and Dedicated Account Representative (Boeing), IAI North America Division</u> <i>2019- 2020</i> <ul style="list-style-type: none">• Planned, negotiated, and executed major agreements with Boeing and other major US-based and multi-national corporations for contracts, work agreements and offsets totaling \$2.4 Billion.• Managed and coordinated international manufacturing and business development activities in the US throughout all IAI divisions in Israel and together with IAI North America, Stark Aerospace subsidiary, and ELTA North America• Responsible for leading and arranging high-level summits at IAI, including US Senators, four-star generals, and major international CEOs. <u>Project Manager, Aircraft Preliminary Design Group</u> <i>2014- 2019</i> <ul style="list-style-type: none">• Planned and led the cross-departmental preliminary design effort of a large, innovative Blended Wing Body business jet, coordinating designs with Dassault Aviation for two years.• Led wide ranging aircraft preliminary design efforts, both technically and market-based. Used novel methods for intelligence gathering and design methods.	Tel Aviv, Israel <i>2020 - Present</i>
2009 - 2013	Intelligun – a fingerprint gun lock safety system startup <u>Founder & CEO</u> <ul style="list-style-type: none">• Founded and managed an international startup (a fingerprint gun locking company), bringing it from planning, strategy, investment rounds, product design and launch.• Created and managed partnerships with major gun and tech companies.• Co-wrote and was awarded two patents, with an additional two patents pending.• Intelligun was featured on many news programs, CBS television news, a James Bond movie, and was also shown personally to the then Vice-President Joe Biden, and also to prominent US Senators.• Transitioned the company to new owners and management in order to further my personal career	USA (CA) & Israel
2008 – 2010	Goodrich Aerostructures – now Collins Aerospace <u>Program Manager</u> <ul style="list-style-type: none">• Complete project responsibility for the Bombardier CSeries thrust reverser design integration and manufacture (CSeries is now the Airbus A220), including managing international design teams in Singapore and India.• Responsibilities included high-level negotiations with Pratt & Whitney on the design and integration, 5-year design and manufacturing plans.• Left the company to make Aliyah in 2010.	Chula Vista, CA

2006 - 2008 **TZ, Inc.** – a publicly traded smart-lock actuator company **Troy, MI**
Division Manager, Aerospace and Defense

- Co-developed innovative locking mechanisms and applications together with major international defense and commercial companies such as Airbus, Boeing, BAE Systems, Takata, NAVISTAR, and Zodiac, all with in Business Development, Marketing and Product Design.
- Developed and implemented major process improvement for an internal phased program management system and control

2002-2006 **Williams International** – a prominent jet engine company **Walled Lake, MI**
Senior Systems Engineer

- Led the Systems Design team for all of Williams’ larger commercial turbine engines, the FJ44 family, integrating into many business jet designs, complete engine assembly, and certification of all engine parts and systems.
- Also led complete external nacelle design and aircraft integration teams coordinating designs with Cessna, Raytheon, Cirrus companies.
- Negotiated with the US Air Force to use their major testing hangars, resulting in significant cost and schedule reductions for engine certification testing.

Additional: **Citizenship:**

- USA and Israel

Security Clearance:

- Active Classified Security Clearance

Languages:

- English (native)
- Hebrew (Professional working proficiency)

Proficient in: **Business:**

- Business plan creation, strategy, funding, operations, marketing analyses, financial forecasting and planning

Data:

- Power BI, Azure, SQL, M-query, DAX, data visualization, Excel

Project Management:

- MS Project, people management, reporting and budget control, business development, product development, PMBOK practices and metrics.

Engineering:

- Complete aircraft design, system engineering, turbine engine manufacturing and assembly, 3D solid modeling Pro/Engineer Wildfire, MATLAB
