

Raymond Kessler

Subcontracts Manager

📍 Dayton, OH 📞 (937) 555-0179 ✉ raymond.kessler@email.com 🌐 linkedin.com/in/raymondkessler

SUMMARY

Subcontracts manager with 10 years in defense subcontract management, leading 5 administrators who manage \$310M in supplier awards for Air Force programs in Dayton. Directs sourcing, negotiation and subcontract administration under FAR and DFARS, and owns purchasing system audit readiness. Presents supplier cost and schedule risk to program leadership each month.

EXPERIENCE

Subcontracts Manager

06/2021 - Present

Mad River Defense Technologies

Dayton, OH

Engineering and sensors contractor with 1,800 employees supporting Air Force research and sustainment.

- Lead **5** subcontract administrators managing 140 subcontracts worth \$310M on cost-type and FFP programs.
- Negotiated 12 major subcontracts in 2025, saving \$8.4M against independent cost estimates.
- Rewrote 6 purchasing procedures ahead of the 2024 CPSR, which ended in approval with no significant findings.
- Report supplier cost, schedule and risk to program leadership in a monthly PowerPoint review.

Senior Subcontracts Administrator

03/2016 - 05/2021

Miami Valley Aerospace

Fairborn, OH

Aircraft systems integrator with 900 employees.

- Administered 50 subcontracts worth \$120M, including cost-plus engineering and FFP hardware work.
- Performed price analysis and cost analysis on 70 supplier proposals for fair and reasonable determinations.
- Flowed down FAR and DFARS cybersecurity and specialty metals clauses to 80 suppliers.
- Resolved 9 supplier claims and terminations without litigation.

SKILLS

- Subcontract Management
- Subcontract Administration
- FAR
- DFARS
- Negotiation
- Price Analysis
- Cost Analysis
- Excel
- PowerPoint
- Problem-Solving Skills

EDUCATION

Bachelor of Science in Business

Wright State University

Supply Chain Management

Dayton, OH

05/2016

CERTIFICATES

Certified Federal Contracts Manager (CFCM)

National Contract Management Association

08/2019