



COL Alfred L. Brooks, USA, Ret.

Teams: Army, Border Security, Defense & Aerospace, Infrastructure Security, International

Expertise Areas

- Strategic Business Development
- Defense Market Assessment and Analysis
- Opportunity Identification and Targeting
- Strategy Development and Execution
- Security Assistance, Foreign Military Sales (FMS) and Direct Commercial Sales (DCS)
- U.S. Security Cooperation Programs and Policy

Professional Experience

Colonel Brooks specializes in helping defense and aerospace companies increase market share through growth in the Department of Defense (DoD) market and expansion into global markets, drawing on his knowledge of market intelligence, market assessment, opportunity identification, and targeting. By leveraging his expertise in Foreign Military Sales (FMS), international affairs, and international trade, he helps U.S. companies create favorable global business environments through targeted strategic relationships and partnerships.

At The SPECTRUM Group, Colonel Brooks has supported large and small companies across a variety of strategic engagements. His work has included helping a top-10 U.S. defense firm with developing and executing market expansion strategies in the DoD market. He has also provided strategic business development support in ISR programs to a major defense electronics company through global market assessment, competitive intelligence, and direct support for market development and sales in Europe, Asia-Pacific, and the Middle East.

Prior to joining The SPECTRUM Group, Colonel Brooks was a career U.S. Army officer, holding various leadership positions while serving in the U.S., Middle East, Europe and Latin America as a Combat Arms Officer and Army Foreign Area Officer. As Security Assistance Division Chief for USSOUTHCOM, Colonel Brooks executed a \$30M security assistance program budget in support of U.S. partner nations.

Key Positions

- Commander, U.S. Military Group, Ecuador
- Chief, Security Assistance Division, USSOUTHCOM
- Instructor, Perry Center for Hemispheric Defense Studies, National Defense University
- Chief, U.S. Army Foreign Area Officer Proponent Office, The Pentagon
- Latin American Branch Chief, U.S. Army International Affairs Division, The Pentagon

Education

- M.A., University of New Mexico
- B.S., U.S. Military Academy

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