

Michael Stewart

Teams: Communications & IT Security, International, M&A Support and Due Diligence, Security

Expertise Areas

- Business Development (Corporate, Start-Up, and Government)
- Business Process Re-Engineering and Organizational Change Management
- Strategic Partnerships
- Targeted Market Identification, Penetration, and Growth
- Proposals, Contracts, and Negotiation Support
- Leadership, Team Training, and Mentorship

Professional Experience

Mr. Stewart supports clients working in communications and information technology (IT) security arenas with his significant experience expanding market share and growing sales in the commercial and government markets. Based in Silicon Valley, he specializes in helping U.S. and Canadian companies strategically position and pursue opportunities in defense industry and government markets.

Prior to joining The SPECTRUM Group, Mr. Stewart served as Senior Sales Director for Cyber Security and Intelligence for the Americas for Airbus Defense & Space, where he managed acquisitions and helped Airbus increase sales in voice encryption systems to the U.S. and Canadian governments. Prior to his work at Airbus, Mr. Stewart led global sales at several multinational, mid-sized technology companies, including AEP Networks, Array Networks, SonicWall, Minerva Networks, and Cylink Corporation.

Key Positions

- Senior Sales Director, Cyber Security and Intelligence, Americas, Airbus Defense & Space
- Vice President, Americas, Ultra Electronics, AEP Networks
- Senior Vice President, Array Networks
- Senior Vice President, SonicWall Inc.
- Vice President, Global Sales, Minerva Networks

Education

- B.A., Marketing Management, Miami University