

Maj Gen Ken Merchant, USAF, Ret.

Teams: Air Force, Defense & Aerospace, Government Relations, International

Expertise Areas

- F-22 and F-35 Aircraft, Programs, and Sustainment
- Congressional and Defense Relations
- Foreign Military Sales (FMS)
- Program Management
- Aircraft Sustainment, Mobility, and Logistics
- Strategic Planning and Budgeting
- Leadership and Teambuilding

Professional Experience

General Merchant supports clients in aircraft acquisition and sustainment, with exceptional expertise in F-22 and F-35 programs, drawing on his more than 30 years of experience leading major programs for the Air Force and industry.

Prior to joining The SPECTRUM Group (TSG), General Merchant served as Vice President for both F-22 Programs and F-35 Sustainment at Lockheed Martin. He ensured the F-22 program and its fleet of 187 Raptors met all performance targets in support of Air Force customers and warfighters. General Merchant also ensured the mission readiness of a global F-35 fleet as it doubled in size to 700 aircraft.

Prior to joining Lockheed Martin, General Merchant served a 34-year U.S. Air Force career, culminating in his serving as Director, Global Mobility Programs in the Office of the Secretary of the Air Force for Acquisition (SAF/AQQ), where he oversaw mobility, Special Operations, and trainer programs. Earlier, he commanded the Air Armament Center, while simultaneously serving as Program Executive Officer, Weapons. General Merchant's earlier leadership roles included serving as Director of Logistics, Air Mobility Command; Commander, 551st Electronic Systems Wing; Director, Contractor Logistics Support Aircraft Materiel Systems Group; and Director, Area Attack Weapons System Program Office. He also ran the F-22 Airframe and Utilities & Subsystems Integrated Product Teams during the aircraft's development.

In addition to his work at TSG, General Merchant serves as a Special Advisor to Aerogility. He is a member of the Board of Directors of the Disabled Veterans National Foundation.

Key Positions

- Vice President, F-22 Programs and F-35 Global Sustainment, Lockheed Martin
- Director, Global Reach Programs, SAF/AQQ
- Commander, Air Armament Center
- Air Mobility Command: Commander, Air Armament Center; Program Executive Officer, Weapons; Director, Logistics

Education

- M.S., National Resource Management, Industrial College of the Armed Forces
- M.S., Management, Troy State University
- B.S., Engineering Management, Grove City College

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