

Ms. Heidi Grant, SES, Ret.

Teams: Air Force; Army; Defense & Aerospace; International; Naval & Missile Defense; Security

Expertise Areas

- Global Defense, Aerospace, and Security Strategy, Operations, Cooperation, and Partnerships
- International Partnerships and Foreign Military Sales (FMS)
- International Technology Security and Transfer/Export Controls
- U.S. Government-Industry Collaboration
- Strategy and Transformation for Global Market Expansion

Professional Experience

Ms. Grant is a highly respected leader in global defense, aerospace, and security, delivering more than 30 years of experience across the U.S. Department of Defense (DoD) and Fortune 100 industry. Her strategic insights support client missions at the intersection of diplomacy, defense, and business, helping government and industry strengthen alliances, implement technology-driven solutions, and expand competitive positioning in global markets.

Prior to joining The SPECTRUM Group (TSG), Ms. Grant served as Vice President, Global Growth & Engagement, and previously as Vice President, Business Development for Boeing Defense, Space & Security, where she led a global team across 16 countries and 25 U.S. states and drove more than \$24B in annual defense and space sector growth. She led key agencies within the Office of the Under Secretary of Defense for Policy - OUSD(P), serving as Director of the Defense Security Cooperation Agency (DSCA), where she led security assistance programs involving more than \$600B in foreign military sales (FMS) with more than 150 partner nations, and as Director of the Defense Technology Security Administration (DTSA), where she developed U.S. policy on disclosure of classified military information to foreign governments. Ms. Grant also served as the Deputy Under Secretary of the Air Force for International Affairs (SAF/IA), where she led more than \$162B in FMS and \$6B in cooperative agreements and directed global partnerships, technology transfers, education, and cooperative research, including creating the Global Partner Opportunity List. She helped stand up U.S. Africa Command (USAFRICOM) and served as its first Director of Resources, and served as the first and only civilian Director of U.S. Central Command (USCENTCOM), leading the Resources & Assessment, Financial Management/Comptroller, and Science & Technology Divisions.

In addition to her work at TSG, Ms. Grant served on the Boards of the Space Force Association (SFA), the Foreign Area Officer Association, and the Global Special Operations Forces (GSOF), as well as on the International Executive Committee of the Armed Forces Communications Electronics Association (AFCEA).

Key Positions

- Vice President, Global Growth & Engagement and Vice President, Business Development, Boeing Defense, Space & Security
- Director, Defense Security Cooperation Agency (DSCA)
- Director, Defense Technology Security Administration (DTSA)
- Deputy Under Secretary for International Affairs, USAF
- Director of Resources, USAFRICOM
- Director of Resources & Assessment, USCENTCOM

Education

- Graduate, Seminar XXI, Massachusetts Institute of Technology
- M.P.A., Financial Management, Troy State University
- B.S., Business Administration, Pfeiffer University

99 Canal Center Plaza, Suite 450 | Alexandria, VA | 22314

703.683.4222

www.spectrumgrp.com