



Nancy A. Santos

VICE PRESIDENT
BUSINESS
DEVELOPMENT

Nancy Santos' has Over 35 years' experience with U S. Army Research, Development and Acquisition programs, as well as, associated professional associations.

Nancy joined DRS IN 2020 as Senior Director Business Development focusing primarily on the Aberdeen Proving Ground and the C5ISR customer base.

As the Customer Facing Executive Nancy will promote and foster continued business development opportunities with new and existing customers while supporting the companies short and long term strategic plan.

Prior to joining DRS, Nancy has had multiple roles in business development supporting several large defense companies at Ft. Monmouth, NJ and Aberdeen Proving Ground, Maryland.

At BAE Systems Intelligence & Security group, Nancy was the Director Army programs, with Emphasis on Information Technology, Cyber & Integration across the Army C5ISR spectrum. Primary focus on Aberdeen Proving Ground, Ft. Belvoir, Ft. Huachuca, Ft. Gordon & PEO STRI.

At General Dynamics Mission Systems, Nancy was the Sr. Business Development & Capture Manager for Resilient Systems Business with emphasis on Assured Position, Navigation and Timing and Resilient Networks.

At Rockwell Collins, Government Systems, Nancy was the Corporate Lead, CECOM (US Army) with focus on Communications, Electronics Command (CECOM), to include Research and Development Command, Army Research Labs, Defense Logistics Agency, CERDEC, PEO IEW&S, PEO C3T, PEO EIS and subordinate PMs.

At Northrop Grumman, Tactical Systems Division, Nancy was the Sr. Manager, Business Development, Command & Control with focus on areas to include: FBCB2, F2BCI, Advanced Pos Nav Systems, FCS Transport Layer, JNN, BBN, IMS, IT, TOC, CPP and Homeland Security.

At Raytheon, Nancy was the Business Development Manager: Army Command, Control, Communications, Intelligence and Electronic Warfare areas to include: JTRS, Firefinder, EPLRS, Objective Force Warrior, Future Combat System, SADL, DAGR, BRUTE, AEIT, ITES and GPS, BFT, COP and SA in support of the overall Army Transformation plan.

Nancy has numerous organizational affiliations to include: Past President, Industrial Representatives Association; Past President Armed Forces Communications Electronics Association; Board of Directors Association of Old crows; Vice President Field Artillery Association – St. Barbara Medal Recipient; Co-Chair St. Barbara's day ball.

Nancy has a Bachelor of Science degree in Management from University of Phoenix.