

BIOGRAPHY



**Tom
Burkholder**

Senior Director,
Strategy,
Business
Development
and Sales

Tom Burkholder is the senior director of Strategy, Business Development and Sales (SBDS) at United Launch Alliance (ULA). In this role, he leads a team responsible for ULA's strategic planning, competitive intelligence, capture and proposal activities, as well as strategic marketing and sales to drive new business, sustainable profitability and long-term competitive positioning of ULA for future launch services. Burkholder joined ULA in 2007 and has held leadership positions in SBDS and Finance and during his tenure has contributed to the capture of \$17 billion of new business.

Burkholder began his career with Martin Marietta which became Lockheed Martin. He graduated from Lockheed Martin's Financial Leadership Development Program before moving to Denver to work on Atlas development. Burkholder spent 10 years leading corporate development and finance at commercial companies prior to joining ULA, where he has more than 15 years of senior leadership experience.

Burkholder holds a Bachelor of Science in business administration from the University of North Carolina at Chapel Hill and holds a Master of Business Administration from the University of Colorado-Denver.



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