



## WILLIAM J. SCHAEFER, JR.

---

Sector Vice President  
Business Development  
Northrop Grumman Aerospace Systems

William J. Schaefer, Jr. is sector vice president, Business Development, for Northrop Grumman Aerospace Systems, a premier provider of manned and unmanned aircraft and sensors, surface ship systems, space systems, missile systems and advanced technologies critical to our nation's security.

Schaefer leads the sector's efforts in identifying, assessing, shaping, and capturing new business opportunities, and expanding existing programs—both domestic and international—vital to the growth and success of Aerospace Systems. He is responsible for providing customers with best-value solutions drawing upon the strengths of the corporation and its industry partners. Prior to assuming his current responsibilities, he was sector vice president, Business Development, at the former Integrated Systems sector.

Schaefer joined Northrop Grumman in 2006 from WJ Schaefer & Associates LLC, a business and consulting services firm that provides executive-level services in all aspects of strategic planning, new business development, customer relations, and program management support. He retired from federal service in 2003 after nearly 35 years with the Department of the Navy, where he most recently served as deputy assistant secretary of the Navy for planning, programming and resources from October 1996 until his retirement.

He was the acquisition community's focal point for all aspects of the Navy Department's planning and budgeting system process and served as the liaison between acquisition, requirements, and financial communities. In this capacity, Schaefer also was responsible for the Navy's acquisition business processes, including Congressional reporting and hearing preparation, milestone decision processes, program reviews, acquisition documentation, budget formulation, strategic planning, and performance-based metrics associated with corporate-level oversight of over 400 programs and an acquisition budget of more than \$30 billion a year.

From 1990 to 1997, Schaefer served as deputy assistant secretary of the Navy for air programs where he was the senior civilian authority on Navy and Marine Corps research, development, production and life cycle support for all Naval aviation programs. From 1986 to 1990, he served as deputy assistant secretary of the Navy for air warfare, where he was the principal advisor on all aspects of Navy and Marine Corps aviation-related science, technology, research and development.

Schaefer graduated from the University of Maryland with both B.S. and M.S. degrees in electrical engineering. During his career, he has received several awards, including the Senior Executive Service Presidential Ranks of Distinguished Executive and Meritorious Executive, Department of the Navy's Distinguished Public Service Award and two Distinguished Civil Service Awards, and the Naval Research Laboratory Innovation Award.

Northrop Grumman Corporation is a leading global security company whose 120,000 employees provide innovative systems, products, and solutions in aerospace, electronics, information systems, shipbuilding and technical services to government and commercial customers worldwide.