

JOHN OTTLEY COOKE

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BUSINESS DEVELOPMENT AND SALES EXECUTIVE

Innovative Strategist | Decorated Leader and Team Builder | Business Relationship Synergist

Action-oriented leader with history of achieving sustained superior operational and programmatic results with diverse populations in dynamic environments. Established record of applying a wide variety of problem solving, leadership, and management skills to varied teams across Aerospace, Aeromedical, Commercial Manufacturing, DoD, and Sales. Thrives in high energy environments while remaining level-headed and focused.

EDUCATION

Darden Graduate School of Business University of Virginia (MBA '17)
Embry Riddle Aeronautical University (Master of Aeronautical Science '11)
United States Naval Academy (Mechanical Engineering '97)

EXPERIENCE

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|---------------------|--|---------------------------|
| 2017-Present | Manufacturer's Sales Representative
<i>Business Development and Sales</i>
Employs revenue generation ideas by focusing on attention to details and outstanding follow-through while working remotely to represent 24 diverse companies to the utility industry of South Carolina. | Mount Pleasant, SC |
| 2013-2017 | Budget Officer and Aeromedical Safety Officer at Naval Air Forces Atlantic
<i>Executive Leadership and Strategy</i>
Succeed in a highly scrutinized and fiscally austere environment is responsible for 11 programs with an annual budget of over \$200M. Generated continued success while leading Executive Leadership Teams consisting of globally dispersed senior officers by innovating and advancing strategies, pursuing and creating process improvements and then coordinating programmatic responses for 25,000+ aviators. Lead and mentor 40+ junior Aerospace and Operational Physiologists. Served on executive boards that control Navy-wide programmatic strategies such as manning, maintenance priorities, and instructional changes. <ul style="list-style-type: none">• Subject matter expert who over sought numerous military and civilian organizations in the systematic corrections of the aeromedical discrepancies plaguing aviation (hypoxia, airsickness, gravitational induced loss of consciousness and decompression sickness).• Only Dual Designated USN Pilot/Aeromedical Officer in 10+ years. Strategic leader for the unique group of highly successful dual-qualified pilots and doctors, aerospace physiologists, aerospace optometrists, and aerospace experimental psychologists. | Norfolk, VA |
| 2010-2013 | Aeromedical Safety Officer at Training Wing Five
<i>Dynamic Presenter and Process Improver</i>
Subject Matter Expert who taught over 750 hours of instruction (airsickness, spatial orientation, aircraft egress, night vision goggles, and flight gear) to the USN's largest training wing. Supervised a 10+ person team that used over \$1M worth of equipment to conduct the initial night vision goggle training for every USN, USMC, and Italian helicopter pilot. <ul style="list-style-type: none">• Developed an airborne motion sickness treatment that was recognized for reducing airsickness rates by 79% and is now the template for USN/USMC treatment.• Keynote speaker 13 times for safety stand-downs to groups ranging from 250 to 1,400 officers. | Milton, FL |
| 2007-2010 | Director, Aviation Survival Training Center
<i>Resource Management, Leadership, and Adaptability</i>
As an Aerospace Physiologist and Master Training Specialist led high risk training to 14,000+ aviators. Promoted to Director well ahead of normal timing, replacing 2 senior officers with over | Norfolk, VA |

45 years of experience. As Director, responsible for all aspects of a 25-person staff, 2 buildings, and over \$5M of assets.

- Detail orientated leadership that earned outstanding scores on 7 unit-wide inspections.
- Recognized as a diversity champion during multiple Equal Opportunity inspections.
- After 10+ years as a Pilot, redesigned career into Medical Service Corps as an Aerospace and Operational Physiologist

2004-2007 **Safety Officer and Senior Flight Instructor, Naval Air Station Norfolk** **Norfolk, VA**
Quantitative and Qualitative Analysis / Program Management

Safety Officer of the DoD's second busiest airfield- identified dangers, managed risks, investigated and reported hazards, and developed and administered quality assurance programs. Acted as Program Manager of training, operations, and standardization for the USN's 100+ UC-12 aircraft.

- As Senior Flight Instructor and Functional Test Pilot, flew the most UC-12 instructional flight hours (1,400+) and missions in the USN from 2004-2007.
- Recognized for superior performance as bi-monthly Senior Watch Officer of the largest naval installation of the world- led response to incidents ranging from coordinating congressional visits to nationally televised terrorist threats to legal and security problems.

2001-2004 **Quality Assurance Officer / Assistant Officer in Charge at VRC-40** **Norfolk, VA**
Driven and Decisive in Dynamic Environments

Piloted 1,000+ flight hours in the USN's largest and most difficult aircraft to land on the aircraft carrier (C-2A) in support of Operation Enduring Freedom and Operation Iraqi Freedom. Led as second in charge of a 55-person, 6-month long autonomous detachment that operated in hostile environments immediately following September 11th. Also served as Quality Assurance Officer that supervised all aspects of a 350+ person maintenance team, ensuring standardization, adherence to procedures, and programmatic excellence for an aging airframe.

- Achieved maximum possible qualifications: Commercial Pilot, Instructor Pilot, Instrument Pilot, Functional Check Pilot, Formation Pilot, Paratroop Pilot, and Aircraft Commander.

AWARDS AND ACCOMPLISHMENTS

- 2012 USN Naval Aerospace and Operational Physiologist of the Year
- 2007 Naval Operational Medical Institute Instructor of the Year (over 250 instructors)
- Meritorious Service Medal
- Secretary of the Navy Commendation Medal (4 separate awards)
 - One for Heroism regarding the quick recognition and subsequent treatment of a life-threatening arterial gas embolism and decompression sickness during a dive expedition
- Secretary of the Navy Achievement Medal (2 separate awards)
- Humanitarian Service Award for Katrina Relief Efforts
- Head Coach of 20+ elementary and middle school sports teams
- Certified Master Training Specialist