



Adam P. Cherrill

President

Adam is the president of Cherrill Consulting Group (CCG). CCG applies systems thinking, processes, and tools to solve our clients' toughest business intelligence, strategy design, capture pipeline, and portfolio management challenges. Adam founded CCG in 2017 following a twenty-year distinguished career with U.S. defense firms Raytheon and Orbital ATK. His leadership experience is rooted in the U.S. defense industry's prime contract life cycle of strategy and business development, capture/proposal management, and project/program/portfolio execution, both domestically and internationally.

Prior to launching CCG in January 2017, Adam was Senior Director, Strategy and Innovation, at Orbital ATK's Armament Systems Division (ASD). In this capacity he was responsible for designing and deploying the Division's growth strategy towards long-term sustainable competitive advantage. Prior to this assignment, Adam was the Senior Director, Co-Production Market Segment, during which time he led a geographically-distributed capture team that built a \$1B+ international growth pipeline across the Far East, Middle East, and Indian subcontinent. Adam also held positions as Program Director, Precision Weapons, and Director, Business Development, during his seven-year tenure with Orbital ATK.

Prior to joining Alliant Techsystems (ATK) in April 2010, Adam held various engineering, business development, and program management positions during a thirteen-year tenure with Raytheon Missile Systems (RMS). His last assignment at RMS was Senior Program Manager of a state-of-the-art air and missile defense development program, executed in close cooperation with an international partner under the sponsorship of the U.S. Missile Defense Agency.

Adam holds BS and MS degrees in Mechanical Engineering with a focus on system dynamics and feedback control, as well as an MBA in general management, all awarded by the University of Arizona. In addition, Adam has earned executive certificates in Technology, Operations & Value-Chain Management and Management & Leadership, respectively, from the MIT Sloan School of Management in Cambridge, Massachusetts.

Adam is a certified Portfolio Management Professional (PfMP), the apex credential offered by the Project Management Institute (PMI). He currently serves as the Chair of Programs for the Minnesota Chapter of PMI (PMI-MN).