



YUGANDHAR METTA

Senior Defense & Aerospace Business Development Leader | Strategic Partnerships | Global OEM & Government Relations

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Seeking a leadership role to leverage expertise in global OEM engagement, DPSU & government relationship management, techno-commercial negotiations, contract lifecycle management, and program execution to build sustainable business growth, strengthen strategic alliances, and deliver high-value solutions in complex global markets.

Core Competencies

Strategic Business Development & Growth Strategy

Commercial Airline, Defense & Aerospace Industry Expertise

Space Portfolio

Global OEM & DPSU Relationship Management

International Business Expansion & Market Development

New Business Development, Aftermarket and Sustainment

Techno-Commercial Sales & Contract Negotiation

Aerospace Program Management & Lifecycle Management

Government & Defense Procurement (HAL/DRDO/Ministry of Defence)

Revenue Growth, Key Account Management & Business Acquisition

Strategic Partnerships & Stakeholder Management

Global Trade Compliance & Aerospace Regulatory Management

Education

Executive Programme in Business Management
Indian Institute of Management, Calcutta (IIM-C)

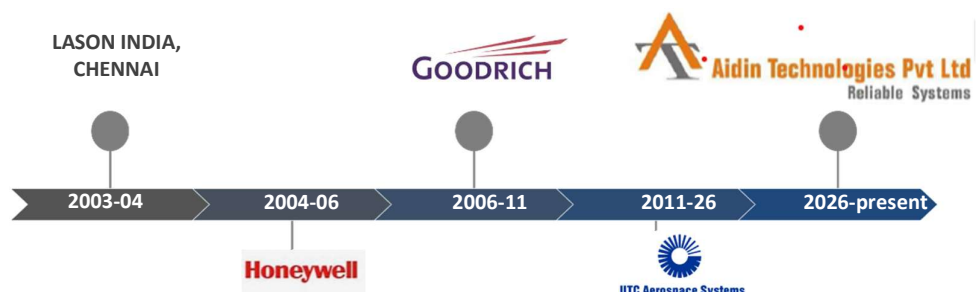
MBA
Karnataka State Open University

Bachelor of Engineering
Engineering Graduate

Profile Summary

- ③ **Strategic Business Development Leader with 20+ years of experience** in driving growth, market expansion, and revenue generation across Defense, Aerospace, Aviation, and Space sectors, with proven expertise in building high-value customer relationships and strategic partnerships.
- ③ **Accomplished Defense & Aerospace professional** with deep expertise in managing engagements with DPSUs, DRDO laboratories, Ministry of Defense organizations, global OEMs, and commercial airlines, navigating complex procurement cycles and long-term business opportunities.
- ③ **Proven track record in leading end-to-end business acquisition lifecycle** including opportunity identification, techno-commercial proposals, RFP management, contract negotiations, stakeholder alignment, program execution, and aftermarket sustainment strategies.
- ③ **Recognized as a key strategic interface between global aerospace organizations and Indian defense ecosystem**, successfully positioning advanced aerospace solutions across major defense platforms, space missions, and aviation programs while supporting Make in India initiatives and offset obligations.
- ③ **Revenue-focused business leader** with strong program management capabilities, delivering multi-million-dollar business growth, strengthening customer ecosystems, and collaborating with cross-functional global teams across engineering, quality, contracts, finance, operations, and supply chain functions.

Career Timeline



Work Experience

AIDIN Technologies Pvt Ltd, Bangalore
Director – Business Development

Present

Key Result Areas:

- ③ **Strategic Business Growth & Market Expansion:** Spearheaded innovative business development strategies to achieve marketing objectives, expand market presence, and drive sustainable revenue growth across Defense and Aerospace segments.
- ③ **Defense Customer Acquisition & Relationship Management:** Engaged with prospective Defense customers, introduced new product offerings, and strengthened strategic relationships to unlock high-value business opportunities.
- ③ **Revenue Generation & Opportunity Pipeline Management:** Identified, evaluated, and converted high-potential business opportunities through targeted market intelligence, strategic outreach, and customer-focused engagement initiatives.
- ③ **Pricing Strategy & Commercial Optimization:** Designed competitive pricing frameworks aligned with organizational goals, market dynamics, and profitability objectives to maximize business returns.
- ③ **Make in India Initiative Enablement:** Supported and aligned business initiatives with Make in India objectives by promoting indigenous solutions, local manufacturing capabilities, strategic collaborations.

Achievements



Delivered Defense & Aerospace business growth through global market expansion and new program acquisition, driving revenue uplift.



Strengthened OEM, DPSU, HAL, DRDO, and MoD relationships, securing million strategic contracts.



Managed aerospace programs, negotiations, and lifecycle operations, improving deal closures.



Built global partnerships and key account strategies, accelerating portfolio growth.

Soft Skills

- ② Negotiation & Conflict Management
- ② Team Building & Interpersonal Skills
- ② Analytical Problem Solving
- ② Visionary and Decision Making
- ② High Business Ethics & Trustworthy
- ② Leadership and Delegation

- ② **Strategic Revenue Acceleration & Business Transformation:** Delivered measurable business impact by driving go-to-market strategies, optimizing customer acquisition channels, and strengthening the company's long-term competitive advantage.
- ② **Mergers & Acquisitions:** Engaged in M&A activities

Collins Aerospace, Bangalore, Karnataka

2020 - 26

Senior Manager - Business Development/Program Management

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UTC Aerospace Systems, Bangalore, Karnataka

2011 - 20

Manager - Business Development/Program Management

Key Result Areas:

- ② **Customer-Centric Program & Product Management Excellence:** Delivered strategic customer service solutions and managed end-to-end product/program initiatives, enhancing customer satisfaction, operational efficiency, and business value realization.
- ② **Global Trade Compliance & Operational Excellence:** Led global trade compliance frameworks and optimized operational processes, ensuring regulatory adherence, risk mitigation, and seamless cross-border business execution.
- ② **Strategic Business Analysis & Market Intelligence:** Leveraged expertise in macroeconomic trends, market dynamics, and corporate strategy to drive data-informed decision-making and support long-term business growth initiatives.
- ② **Digital Transformation & Stakeholder Relationship Management:** Executed digital transformation initiatives and cultivated strong relationships with key customer decision-makers, enabling strategic partnerships and accelerating business outcomes.

Goodrich, Bangalore, Karnataka

2006 - 11

Senior Engineer

Key Result Areas:

- ② **Project Cost Control & Financial Governance:** Managed project budgets by overseeing expenditure approvals, optimizing resource utilization, ensuring cost-effective execution aligned with organizational objectives.
- ② **Project Delivery & Quality Assurance Management:** Ensured timely project completion by adhering to defined schedules, implementing quality control measures, maintaining high operational excellence standards.
- ② **Equipment Reliability & Maintenance Optimization:** Identified critical components and required resources to enhance equipment performance, improve operational reliability, and minimize downtime.
- ② **Engineering Problem Solving & Technical Analysis:** Analyzed engineering challenges, gathered relevant technical data, and implemented effective solutions to resolve project issues & improve overall efficiency.

Honeywell Technology Solutions Lab, Bangalore, Karnataka

2004 - 06

Senior Engineer

Key Result Areas:

- ② **Cost & Budget Management:** Controlled project expenditures, optimized resource utilization, and ensured cost-efficient execution aligned with business objectives.
- ② **Quality & Operational Excellence:** Maintained quality standards, achieved timely project delivery, and optimized equipment performance through effective maintenance strategies.

Lason India, Chennai, Tamil Nadu

2003 - 04

Engineer

Key Result Areas:

- ② **Engineering Solutions & Process Excellence:** Delivered technical solutions and optimized processes to improve efficiency and performance.
- ② **Quality Assurance & Improvement:** Ensured quality standards through robust controls, monitoring, and continuous improvement initiatives.