

Ron Stearns

Business Development Manager,
Robotics and Unmanned Systems for The Velocity Group



Ron brings to Velocity nearly 20 years of aerospace industry knowledge and experience in market research, forecasting, business development, and proposal management. With a client base ranging from small startups to industry leaders, Ron is a recognized expert in unmanned systems and a regular presenter at the Association for Unmanned Vehicle Systems International (AUVSI) annual trade show and sponsored symposia and webinars. In this role, Ron develops, coordinates, and implements sales and marketing plans to meet robotics and unmanned systems growth plans. He also continues to develop and promote Velocity Group's unmanned systems capabilities and value propositions in a thought leadership role.

Prior to Velocity Group, Ron was an owner and research director for Aerospace Analytics, an aerospace & defense market analysis consulting firm. He led all production aspects, from proposal pursuit and writing through consulting execution and project delivery. Aerospace Analytics' work provided companies with actionable situational awareness in: product positioning, technology to market, price/position to win, needs analysis and impacts to industry and U.S. government customers.

Prior to Aerospace Analytics, Ron spent nearly eight years at G2 Solutions and was responsible for consulting fulfillment, business development and report delivery with an emphasis on defense and unmanned aerial systems.

During 10-years at Frost & Sullivan Ron became the director of aerospace & defense consulting, North America. He was responsible for research in commercial remote sensing and GPS markets, space access, DoD acquisition and simulation and training markets.

Ron holds a master's degree (Public Administration) from California Lutheran University and a bachelor's degree (Journalism) from Pepperdine University.