

Daniel T. Rust

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ACQUISITION PROGRAM MANAGEMENT | DEFENSE PROGRAMS

Summary

Former Air Force acquisition program manager (63A) at the AFLCMC Armament Directorate (EB). Managed Engineering Data Service Center processes and supported air-to-surface munitions programs moving into sustainment. Earlier roles covered the operator, legal, and contractor sides of acquisition: RQ-4 Global Hawk aircraft and mission commander, Air Force Judge Advocate, and business development at a defense modeling-and-simulation firm, writing proposals and subcontractor RFPs.

Held TS/SCI security clearance from 2020-2025, Secret clearance from 2007-2015, 2017-2020.

Skills

Acquisition Program Management | Air Armament and Munitions Programs | Lifecycle and Sustainment Transition | Technical Data Management | Risk Management | Stakeholder Coordination | RFP and Proposal Development | Proposal Evaluation | Contract and Agreement Review | Briefings and Status Reporting | Microsoft Excel, PowerPoint, and Word | Data Analysis and Automation

Experience

Anyar, Inc., *Business Development Manager*

December 2025 to September 2026 | Fort Walton Beach, FL

Reported to the CTO of a small defense contractor working in missile modeling and simulation, weapons effects, and large-scale data systems.

- Ran an STTR proposal on a tight deadline. Brought in research-institution and major-prime partners and guided an internal engineer and outside contributors through the technical volume; the CTO held final proposal authority.
- Helped draft and coordinate subcontractor requests for proposals (RFPs) with Anyar as prime. Led some color team reviews and took part in gate reviews.
- Designed a seven-phase capture lifecycle with proposal tracking, competitive intelligence, and executive reporting. Helped negotiate teaming agreements and NDAs.
- Wrote plain-language briefs on six-degree-of-freedom missile simulation and weapon lethality for acquisition audiences and program-office meetings.

U.S. Air Force, *Program Manager, Engineering Data Service Center (63A)*

October 2023 to October 2025 | Eglin AFB, FL

AFLCMC/EBRI, Armament Directorate (EB), Air Force Life Cycle Management Center.

- Managed document digitization for the Engineering Data Service Center and brought its products to customers.
- Reworked the scanning process for microfiche and more than 4,000 aperture cards, converting legacy engineering drawings to digital records.
- Indexed 13.8K program data files for the Direct Attack Munitions Division before key programs transferred to the Sustainment Directorate at Hill AFB. Built the inventory with a PowerShell script, delivered it as searchable, pivotable Excel workbooks, and taught other divisions to do the same with their files.
- Improved situational awareness for the Massive Ordnance Penetrator program as it moved toward the sustainment phase at Hill AFB.
- Led planning for Dronecon, an Air Force small-UAS hackathon with the 96th Test Wing as host. Coordinated 78 stakeholders from 23 organizations, plus HAF and the AF BRAVO Hackathon team, and built two websites and two flyers for the event. A modified version of Dronecon was later held.
- Worked regularly with stakeholders at the 96th Test Wing and AFRL Munitions Directorate.

Skylark Labs, *Business Development Manager*

April 2025 to November 2025 | Remote

AI and computer-vision company. Part-time internship alongside final Air Force assignment, then a paid role for the last month.

- Supported 15 federal and defense proposals.
- Tracked SBIR/STTR, SAM.gov, NATO DIANA, UK DASA, and Canadian IDEaS openings.

IndustryPro, *Business Development Intern (SkillBridge)*

May 2025 to October 2025 | Remote

Military transition internship. Connected private-equity firms with business owners for M&A deal flow, refining prospect targeting, lead qualification, and the CRM workflow.

U.S. Air Force, *RQ-4 Global Hawk Pilot, Flight Safety Officer*

September 2020 to September 2023 | Grand Forks AFB, ND

348th Reconnaissance Squadron; additional innovation duties at North Spark Defense Lab.

- Qualified as an RQ-4 aircraft and mission commander; flew intelligence, surveillance, and reconnaissance missions supporting multiple combatant commands.
- As an AFWERX SAGE Fellow, evaluated 20 small-business SBIR/STTR proposals in data science, machine learning, neural networks, and data pipelines.
- Flight Safety Officer. Consolidated years of operational risk worksheets into a searchable workbook used for risk analysis and flight-safety decisions.
- Originated the idea for Narrative Buddy, a writing tool others built that went on to serve nearly 30,000 Airmen and Guardians.

U.S. Air Force, *Judge Advocate (JAG) Attorney*

May 2017 to September 2020 | Barksdale AFB, LA

- Served as Chief of Operations Law, Legal Assistance, and Administrative Actions; supervised two paralegals and advised commanders on legal and administrative matters.
- Prosecuted five courts-martial and 21 magistrate cases as a Special Assistant U.S. Attorney.
- First Judge Advocate selected to become an RPA pilot.

Office of the Secretary of Defense, *Legal Intern*

August 2015 to December 2015 | The Pentagon, Arlington, VA

- Supported General Counsel work on personnel and health policy, Title 10 authorities, and military justice.

Florida Air National Guard, *F-15 Crew Chief, 125th Fighter Wing*

2007 to 2013 | Jacksonville, FL | Traditional Guard

- Maintained and launched F-15s; earned Staff Sergeant rank and 7-level Craftsman status.

Education & Training

University of Washington, Foster School of Business

Hybrid MBA | 2026 to 2028 (expected)

Vermont Law School

Juris Doctor, Accelerated Program | December 2016

Berry College

B.A., International Studies | December 2012

Training: Deployed Fiscal Law and Contingency Contracting | Flight Safety Program Management | Law of Military Operations

Attorney licenses (inactive): Texas, Massachusetts, and Missouri.