



Sanjay Kapoor is vice president of Patriot Programs for Raytheon Integrated Defense Systems (IDS). He is responsible for ensuring focus, execution, business development and domestic and international alignment for the Patriot programs. He brings years of technical, financial, international entrepreneurial and business leadership experience to this role.

Prior to this, from 2004 to 2008, Kapoor was vice president of Finance and Chief Financial Officer (CFO) for IDS. In this role, he was responsible for providing focus and leadership to various strategic initiatives at IDS — growth through M&A, improving the effectiveness and efficiency of the organizational structure, assisting in areas of governance, supply chain and international growth. He also worked with the IDS financial team to align near-term and future financial objectives.

Raytheon Company, with 2007 sales of \$21.3 billion, is a technology leader specializing in defense, homeland security and other government markets throughout the world. With headquarters in Waltham, Mass., Raytheon employs 72,000 people worldwide.

Integrated Defense Systems is Raytheon's leader in Joint Battlespace Integration providing affordable, integrated solutions to a broad international and domestic customer base, including the U.S. Missile Defense Agency, the U.S. Armed Forces and the Department of Homeland Security.

Biography

Kapoor joined Raytheon from United Technologies Corporation, where he worked since 1990. His assignments included UTC's Pratt & Whitney Division, where he had assignments as chief financial officer and director of aftermarket services for their Power Systems Business, controller for the Turbine Module Center and business manager for new commercial programs.

Kapoor also spent three years in France for UTC's Otis Elevator Division from 1990 to 1993, providing leadership for mergers and acquisitions in Russia and Eastern and Western Europe. At Otis's North American headquarters, he held managerial positions in financial planning and analysis, business development and asset management.

Prior to that, Kapoor worked for Commodore International, Ltd., as a consultant working with project managers to develop business plans for workstation and PC markets. He served as a project manager for the Carmody Corporation from 1987 to 1989. Kapoor spent four years at SAE, S.p.A., Italy, where he served as a project manager from 1985 to 1987 and a marketing and sales engineer from 1983 to 1985 implementing numerous high-value engineering projects in South East Asia and the Middle East.

Kapoor has a bachelor's degree in technology from the Indian Institute of Technology, and a dual M.B.A. in finance and entrepreneurial management, from The Wharton School at the University of Pennsylvania.