

Benjamin Studnicky

Defense Sales & Strategic Business Development

Aerospace & Defense Tech | Aviation | ISR | EW & EMSO | RPA/UAS | Mission Systems

Signal • Strategy • Systems — The truer course waits beneath the surface.

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SUMMARY

Defense and aerospace business development professional translating eight years of Air Force aviation, ISR, and electromagnetic-spectrum operations into commercial growth. Bridges the operational customer and the technical product: I have flown the missions, run the programs, and led the cross-functional teams that defense technology is built to support — and I sell from that authority. TS/SCI cleared.

CORE COMPETENCIES

Defense Sales & Strategic Business Development: Defense sales · Strategic business development · Capture support & opportunity shaping · Stakeholder engagement & briefing · Customer discovery & technical value translation · Negotiation & full-cycle deal close · Market positioning & growth strategy

Aerospace & Defense Domains: ISR (intelligence, surveillance, reconnaissance) · RPA / UAS operations · Electronic Warfare (EW) & EMSO · Aviation mission systems · Mission systems integration · Aerospace & defense technology · Cleared / sensitive operating environments

Systems Architecture & Translation: Signal-flow & systems thinking · Technical-to-commercial translation · Requirements-to-capability mapping · Decision mapping & do/when criteria · Process standardization

Leadership & Operations: Military leadership (officer) · Cross-functional team leadership · Mission & operations planning · Briefing & stakeholder communication · Resource & asset management · Program & project management (M.S.)

Product & Founder: Portfolio & brand architecture · Research-driven product design · Go-to-market & web product planning · Product storytelling

PROFESSIONAL EXPERIENCE

Assistant Flight Commander — ISR / RPA Combat Systems Officer

2024-05 – Present

U.S. Air Force, Air Combat Command — Nevada, USA

Flew and led on an advanced ISR remotely piloted aircraft mission, directing mission planning, threat analysis, training, and aircraft safety while serving as assistant flight commander for a 22-person team spanning eight specialties.

- Assistant Flight Commander for 22 personnel across 8 career specialties — owning their development, mentorship, and recognition.
- Led survivability and threat analysis for high-visibility ISR missions, integrating across DoD organizations.
- Selected for Flight Lead upgrade and a wing-level flight-leadership seminar on the strength of mission-planning and execution leadership.
- Led 3 squadron exercises training 54 aircrew on new tactics, techniques, and procedures.

ISR · RPA/UAS · Mission Systems · Leadership

Chief of Training — ISR / RPA Combat Systems Officer

2024-10 – 2025-07

U.S. Air Force, Air Combat Command — Nevada, USA

Ran the squadron's training enterprise — rebuilding syllabi and throughput for a complex, high-stakes remotely piloted aircraft mission.

- Built a training plan that increased squadron training output 54% in under a year.
- Cut excess training requirements 55% and reduced attrition from 23% to 2.1%.
- Organized 1,503 instructional hours across 6 syllabi at a 97.8% completion rate — earning a Team of the Quarter award.
- Identified 7 training deficiencies and instituted structured solutions that cut upgrade waivers 62.5%.

ISR · RPA/UAS · Program Management · Training Systems

Assistant Chief of Weapons — ISR / RPA Combat Systems Officer

2024-05 – 2024-10

U.S. Air Force, Air Combat Command — Nevada, USA

Revamped mission-planning products and standardized procedures across the ISR/RPA enterprise.

- Created an enterprise aircrew planning aid that enabled faster decision-making across all crews.
- Transformed ad hoc techniques into standardized processes, streamlining enterprise operations.

ISR · RPA/UAS · Mission Systems · Systems Architecture

Combat Systems Officer — ISR / RPA Mission Systems (Formal Training Unit)

2023-11 – 2024-05

U.S. Air Force, Air Combat Command — Nevada, USA

Qualified on an advanced remotely piloted aircraft mission and stepped up as a peer leader during a demanding formal course.

- Completed a 307-hour qualification syllabus (academics, simulator, and flight).
- Mentored 19 students on current tactics, helping prepare new aircrews.
- Coordinated a base airspace-incursion response and supported the follow-on investigation.

ISR · RPA/UAS · Aviation

Officer-in-Charge, IT Asset Management — Electronic Warfare Mission Systems Officer

U.S. Air Force, Air Combat Command — Arizona, USA

2022-06 – 2023-11

Led IT and deployable-asset management for an electronic-warfare squadron while supporting a next-generation electronic-attack acquisition transition — bridging operations, infrastructure, and a multibillion-dollar program office.

- Managed \$1.1M in IT and deployable assets, sustaining operational availability for nearly 200 personnel across 7 wing organizations.
- Secured a \$112K network modernization contract supporting a next-generation electronic-attack program's operational test fielding — an Air Force top priority.
- Directed a \$546K facility renovation supporting a multibillion-dollar acquisition program, finishing ahead of schedule and raising workspace utilization.
- Stood up the unit's first IT management section; brought 9 lagging programs to full compliance and provisioned 517 network accounts.
- Led a 3-person team deploying \$100K of agile communications equipment enabling a rapid response within 72 hours of tasking.

EW & EMSO · Mission Systems · Program Management · Acquisition-adjacent

Scheduling Officer — Electronic Warfare Mission Systems Officer

2021-05 – 2022-06

U.S. Air Force, Air Combat Command — Arizona, USA

Ran current-operations scheduling for an electronic-warfare squadron, synchronizing flying-hour execution, training, and readiness across multiple squadrons.

- Guided a 24-member current-operations flight executing a \$17.2M / 3,600-hour flying-hour program for nearly 200 members.
- Planned and integrated electronic-attack effects into a large joint exercise alongside dozens of aircraft and partner organizations.
- Led public-affairs outreach demonstrating squadron missions to ROTC cadets and community partners.

EW & EMSO · Operations Planning · Leadership

Weapons Systems Officer, Electronic-Attack Aircraft — Initial Qualification (Distinguished Graduate)

U.S. Air Force, Air Combat Command — Arizona, USA

2020-06 – 2021-01

Qualified as a Weapons Systems Officer on an electronic-attack aircraft (Distinguished Graduate), completing tactical-employment, crew-resource-management, communications, and intelligence training.

- Completed 489.5 training hours with a 96.1% academic average and top-tier evaluation results; named Distinguished Graduate.

EW & EMSO · Aviation

Combat Systems Officer / Electronic Warfare Officer Training

2018-09 – 2020-06

U.S. Air Force — NAS Pensacola, FL

Completed undergraduate combat-systems and electronic-warfare officer training.

- Completed multi-hundred-hour CSO and EWO syllabi (academics, simulator, and flight).

Aviation · EW & EMSO

Executive Sales Consultant

2022-11 – 2025-09

Jason Mitchell Group — Tucson, AZ

Closed residential real-estate transactions concurrent with active service — direct, quota-carrying sales experience.

- Closed 10 residential transactions totaling \$3.39M in sales volume.
- Ran full-cycle deals: market analysis, pricing strategy, negotiation, contracts, and escrow coordination.
- Advised buyers and sellers with data-driven guidance while maintaining regulatory and brokerage compliance.

Sales · Negotiation · Client Advisory

Founder & CEO

2025 – Present

September Fair LLC — United States

Founder-led portfolio company developing thoughtful digital brands and research-driven products around place, signal, discovery, and story — parent of the ParksRadar, ChannelWake, and LegendHeading ecosystem.

- Built and operate a portfolio of digital products spanning parks/attractions, marine intelligence, and history-rich exploration.
- Own brand architecture, product development, go-to-market, and operations end to end.

Entrepreneurship · Brand & Product · Go-to-Market · Portfolio Strategy

EDUCATION

- **M.S., Management — Project Management** — University of Maryland Global Campus (2023)
- **B.S., Criminal Justice** — University of Maryland, College Park (2018)

Professional training:

- Electronic-Attack Aircraft Weapons Systems Officer — Initial Qualification (Distinguished Graduate) (2021)
- Combat Systems Officer / Electronic Warfare Officer Training (2020)

AWARDS & RECOGNITION

- Air and Space Commendation Medal — 2023-11
- Electronic-Attack Aircraft WSO Course — Distinguished Graduate — 2021
- Team of the Quarter (training section) — 2025

CLEARANCE

Active TS/SCI