

Mike Steinmetz

Director, Customer Contacts and Market Analysis, Corporate Cybersecurity Integration Group



Northrop Grumman Mission Systems

Mike Steinmetz is the director of customer contacts and market analysis for the Northrop Grumman Corporate Cybersecurity

Integration Group. In this role, he is responsible for collecting and analyzing data on the cyber market to better characterize future opportunities, for leading cross-sector compilation and collation of current and future pursuits, and for developing cross-sector customer engagement to support a one Northrop Grumman approach to the cyber customer.

Previously, Mr. Steinmetz served as the director of cyber strategy within Mission Systems sector's Intelligence, Reconnaissance and Surveillance Systems Division (ISRSD), where he developed a division-level view of new business opportunities evolving from the U.S. government's Comprehensive National Cybersecurity Initiative. Prior to that, he served as a division-level director of customer resource management and as a division information operation mission area manager responsible for developing new business. He also served as the capture manager for a major National Security Agency (NSA) pursuit.

Before joining Northrop Grumman in 2004, Mr. Steinmetz served in the United States Navy, separating after twenty five years service, as a Captain. Mr. Steinmetz's final government assignment was at NSA, where

he led the creation of and served as the first deputy chief of staff for the Joint Functional Component Command, Network Warfare (JFCC-NW). He has extensive experience in special technical operations; integration of national strategic communication and physiological operations into operations support plans; and the integration of cyber operations with special interagency, inter-department non-kinetic and kinetic plans and operations.

Prior to his service as deputy chief of staff for the JFCC-NW's new Title 10 and Title 50 mission at NSA, he served as the U.S. Space Command's director of computer network operations (J-39) and created the position of deputy space and information operations element within U.S. Central Command. In that position, he deployed twice, developing, integrating and implementing full-spectrum information operations effects with all elements of national power in support of preparations for the second Iraq war. Prior Navy assignments include two years as the Commander SECOND Fleet/NATO Striking Fleet Atlantic Flag Secretary, and Commanding Officer, Navy Recruiting District Jacksonville (Fla).

He has earned numerous awards, including the Distinguished Flying Cross with Combat Distinguishing Device (two awards), Individual Air Medal with Combat Distinguishing Device (two awards), Strike Flight Air Medal (two awards) and the Navy Commendation Medal with Combat Distinguishing Device (two awards).

In 2001, he earned a Master of Science in National Resource Strategy from the National Defense University, where he was a distinguished graduate and received a certificate in the Information Strategies Concentration Program. He also earned a Bachelor of Education degree in 1978 from the Peabody Conservatory of Johns Hopkins University.