

GIOVANI LUCASECH

Mission Solutions & Technical Leadership | Defence · Government · Intelligence Systems

Solution Architecture · Customer-Facing Technical Leadership · AI-Enabled Mission Systems · C4ISR · Multi-Country Team Leadership

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Vetting: *UAE Government Security Vetting — Active UAE MOD Programme Engagement · Eligible for Client, Government & Programme-Specific Security Checks*

PROFESSIONAL SUMMARY

Customer-facing technical leader with 15 years across defence, aerospace, and government mission systems — combining deep solution architecture credibility with senior stakeholder engagement and commercial acumen. Currently leading the C2/CUAS and Border Surveillance product lines at a UAE defence technology company in Abu Dhabi, where I own the full technical opportunity lifecycle for government customers: discovery and requirements elicitation, solution design and mission architecture, executive technical briefings, complex system demonstrations to senior military and international delegations, technical proposal authorship, formal validation and acceptance, and transition to operational delivery. Promoted twice in four years. Before the UAE, I spent 8+ years at Embraer and Saab delivering classified defence programmes across five countries — including the F-39 Gripen NG national fighter programme, where I served as the primary technical interface between two national prime contractors under bilateral government agreements. Proven leader of technical teams across Brazil, Sweden, Austria, China, the UK, and the UAE. Deep experience translating complex mission requirements and concepts of operation into credible, differentiated, operationally feasible solution approaches — and into winning proposals. In-region in Abu Dhabi with established UAE government and defence relationships, immediately available.

LEADERSHIP PROFILE

- Owns the full technical opportunity lifecycle for UAE government and defence customers — discovery, qualification, solution design, demonstration, proposal support, technical validation, and transition to delivery.
- Leads and develops distributed technical teams across borders and time zones — directed a technical organisation spanning Austria, China, and the UK, and coordinated bilateral engineering delivery between national prime contractors in Brazil and Sweden; equally effective in managing dispersed reports and building local capability.
- Serves as senior technical authority and trusted advisor in strategic customer engagements — executive-level technical discussions with UAE Armed Forces, MOD stakeholders, and visiting international delegations.
- Translates complex mission requirements and concepts of operation (CONOPS/OCD) into differentiated, operationally feasible solution architectures — then defends them in competitive, regulated defence procurements.
- Applies AI/ML to operational mission use cases: architected AI-enabled C4I framework for coordinated autonomous ISR-and-strike demonstrations, including object detection, multi-source sensor fusion, and real-time decision workflows.
- Built repeatable technical evaluation frameworks and competitive intelligence assets — including a standardised four-vendor sensor comparison methodology used to drive customer selection decisions and inform product direction.

CORE COMPETENCIES

– Mission Solution Architecture	– Opportunity Lifecycle Ownership	– C4ISR & ISR Mission Workflows	– Systems Engineering (INCOSE)
– Technical Sales Leadership	– Solution Design & Demonstrations	– AI-Enabled Systems (CV, Detection)	– Requirements Engineering / CONOPS
– Customer-Facing Technical Teams	– Technical Proposal Authorship	– Multi-Sensor Data Exploitation	– Multi-Country Team Leadership
– Executive Stakeholder Engagement	– Competitive Differentiation	– Autonomous Systems & UAS	– EN · DE · PT · ES · AR

PROFESSIONAL EXPERIENCE

Confidential Defence Technology Company · Abu Dhabi, UAE Aug 2022 – Present · 3 yrs 9 mos

Product Line Manager — C2 / CUAS / Border Surveillance Jan 2025 – Present

Progression: Senior Systems Integration Engineer → Systems Integration Manager → Product Line Manager (promoted twice in 4 years)

- Own the regional technical execution of the full opportunity lifecycle for UAE government and defence customers — requirements discovery, opportunity qualification, mission solution design, capability demonstrations, technical proposal support, formal technical validation, and transition to operational delivery.
- Act as senior technical leader in strategic customer engagements — leading executive-level technical discussions with UAE Armed Forces, MOD programme offices, and senior military stakeholders; recognised as the trusted technical representative for the product line.
- Translate complex mission requirements and concepts of operation into credible, differentiated solution architectures: author CONOPS and OCD documents defining multi-sensor mission workflows, data dissemination topologies, and operational decision chains across air, land, and maritime domains.
- Drive the development of compelling demonstrations and technical briefings for local and international government delegations — including coordinated autonomous ISR-and-strike mission demonstrations that position the C2 platform as the customer's primary command solution.
- Apply AI/ML to operational mission use cases: architected AI-enabled C4I framework covering object detection and classification, multi-source sensor fusion, platform tasking data models, real-time telemetry exploitation, and sensor-to-shooter decision workflows.
- Partner with product, engineering, supply chain, and operations teams to shape solution strategy, inform product direction, and escalate customer requirements, competitive insights, and technical blockers back into the roadmap.
- Lead cross-functional technical resources against the highest-value pursuits; coordinate multi-vendor partner ecosystem (radar, EO/IR, EW, communications OEMs) across interface specifications, technical deliverables, and integration commitments.

Systems Integration Manager — C2 / C4 / CUAS Jul 2023 – Jan 2025

- Led the systems integration function: managed customer-facing technical staff, supplier technical interfaces, and full lifecycle delivery across active UAE integration campaigns — scope, schedule, technical risk, and customer acceptance.
- Conducted technical feasibility assessments for mission-critical platforms; assessed customer technical environments including operational workflows, data architectures, security requirements, deployment constraints, and integration pathways.
- Directed FAT/SAT planning, technical validation, and acceptance criteria definition; owned problem report management, configuration control, and formal customer sign-off through to operational handover.
- Designed and executed a standardised four-vendor sensor comparison framework — a reusable technical evaluation asset producing competitive intelligence and trade-off analysis that directly informed customer selection decisions.

Senior Tactical Systems Integration Engineer Aug 2022 – Jul 2023

- Delivered end-to-end integration of tactical sensor systems into C2/C4i mission platforms; executed site surveys, installation, entry-into-service, and field support across UAE operational deployments.
- Served as primary technical troubleshooting authority and customer/supplier interface across all active field deployments; contributed to C2 mission software capability development.

Neutrik · Tridonic (Zumtobel Group) · Liechtenstein / Austria Feb 2018 – Dec 2022 · 4 yrs 10 mos

Global Product Manager · International Technical Operations Manager Feb 2018 – Dec 2022

- Neutrik: Owned global product portfolio strategy, competitive positioning, and go-to-market execution across three international product lines; designed and deployed a Global KPI Monitoring & Controlling Tool providing real-time business performance visibility across international leadership — a repeatable field knowledge and performance framework.
- Tridonic: Led an intercultural technical organisation spanning Austria HQ, Shenzhen (China), and Spennymoor (UK) — managing distributed technical staff, standardising processes across sites, deploying test laboratory infrastructure, and driving cross-region knowledge sharing to reduce single points of dependency.

Saab AB + Embraer · F-39 Gripen NG & Military Aircraft Programmes · Sweden & Brazil Jan 2011 – Jan 2018 · 7 yrs

Technical Manager · Saab Linköping (10 months on-site secondment) Jun 2014 – Jan 2018

- Primary technical interface between Embraer and the Swedish national defence establishment (Saab AB, FMV) on the F-39 Gripen NG fighter programme Simulators Work Package — a classified government-to-government bilateral defence acquisition; managed bilateral execution, milestone reporting, senior relationship continuity, and technical communication across two national prime contractors.
- On-site Technical Manager at Saab Linköping for the Transfer of Technology Project — owned scope definition, resource planning, progress reporting, and cross-organisational technical alignment in a restricted international defence environment.

Senior Avionics, EW & Systems Integration Engineer Jan 2012 – Jan 2018

- Delivered systems engineering and integration across five military and commercial aircraft platforms — Electronic Warfare Self-Protection Systems and weapon aiming (A-1M, ANAC/Brazilian Air Force certified), navigation and mission systems (Embraer E2, ANAC/FAA/EASA Safety of Flight certified), and tactical communications architecture.
- Authored formal requirements specifications, interface control documents, test plans, and certification documentation; formally trained in INCOSE Systems Engineering (full lifecycle), Requirements Engineering & Elicitation, and Antenna Design.

SELECT MISSION SOLUTION ENGAGEMENTS

AI-Enabled Autonomous Mission Architecture — UAE Government Customer: Contributed to C4I solution architecture for coordinated autonomous ISR-and-strike mission demonstrations — object detection and classification, multi-source sensor fusion, platform tasking data models, real-time telemetry exploitation, and operator decision workflows. Demonstrated to senior UAE military leadership; positioned the platform as the customer's primary command solution.

Border & Maritime Surveillance Mission Solution — UAE Government Customer: Co-Authored the full operational concept and solution architecture for multi-domain surveillance: sensor coverage modelling, EO/IR integration zones, air and maritime patrol coordination, C2 node topology, and intelligence dissemination protocols across multiple operational scenarios.

C4ISR Counter-UAS Solution — UAE MOD: Led technical engagement across the full opportunity lifecycle: requirements discovery, multi-sensor solution design (radar, EO/IR, direction finding, effectors), competitive differentiation in a regulated procurement, capability demonstration, technical validation, and operational deployment to UAE defence sites.

Standardised Multi-Vendor Sensor Evaluation Framework: Built a reusable technical evaluation methodology comparing four vendor systems against defined operational criteria — producing competitive intelligence, trade-off analysis, and customer selection recommendations. Deployed as a containerised analysis tool (Python/Streamlit).

EDUCATION · LANGUAGES · CERTIFICATIONS

MA — International Management & Leadership Fachhochschule Vorarlberg, Austria 2019 – 2021	MSc. — Electrical & Electronics Engineering Universidade Estadual Paulista (UNESP), Brasil 2007 – 2011 · Academic Excellence Award
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English Full Professional	German Professional Working	Portuguese Native	Spanish Conversational	Arabic Elementary (developing)
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Certifications: Introduction to Systems Engineering (INCOSE) · Requirements Engineering & Elicitation · Antenna Design & Specification · Programming Foundations: Algorithms & Design Patterns · Linux Systems (compTia+) · Networking (compTia+)