

David Cavossa

[linkedin.com/in/david-cavossa-90a0086](https://www.linkedin.com/in/david-cavossa-90a0086)



Summary

Chief advocate for the commercial space industry. Seasoned space and satellite industry executive focused on the intersection of commercial space and government policy and procurement. 20+ years leading trade associations and businesses in government relations, government sales, business development. Started at NASA HQ Legislative and International Affairs offices before moving to lead the Satellite Industry Association (SIA). Hired by member company Arrowhead Global Solutions and then led Government Relations, Program Management/Operations, Sales and Business Development, and finally VP, General Manager (P+L) for \$250M+ Government Business Unit of Harris Corporation. Consulted for Dubai-based satellite operator and U.S.-based satellite manufacturer.

Experience



President

Commercial Space Federation (CSF)

May 2024 - Present

Lead D.C.-based trade association representing the commercial space industry before the U.S. Congress, Administration and Foreign Regulators. Responsible for growth, business development, customer service (member retention), and chief advocate for our member companies in the Launch and Re-entry, Human Spaceflight, Commercial LEO, ISAM, Remote Sensing, SSA, Space Exploration, and Spaceport communities.



Vice President, US Government Business

Space 2.0 Consulting and Agility Beyond Space (ABS)

Sep 2015 - Present (8 years 3 months)

Part time consultant for satellite manufacturer (Orbital) and satellite operator (ABS) while building, growing, and selling my startup in the tech/sports world. Focused on government sales and business development while also supporting government affairs and business strategy.

Chair and Board Member



Satellite Industry Association (SIA)

Jul 2007 - Aug 2015

Served on the Board of the D.C. based trade association with 1-year term as Chair. SIA is the leading voice for the satellite industry in Washington DC, before the Executive Branch Agencies (OMB, DoD, Intel, NASA, Commerce Dept, Transportation Dept., and FCC), and U.S. Congress (HASC, SASC, Appropriations, Energy and Commerce).

Vice President, General Manager, Government Solutions Business Unit



Harris CapRock Government Solutions (Acquired by L3 Communications)

Nov 2011 - Aug 2015 (3 years 10 months)

Responsible for leading the Government Satellite Services/Integrator following Harris' acquisition of CapRock Communications. Full P&L responsibility for \$255M business unit. Led the organization in all day to day and strategic activities - Sales, BD, Capture, Program Management, Operations, and Customer Service.

Vice President, Sales and Business Development

Harris CapRock Government Solutions



Nov 2010 - Nov 2011 (1 year 1 month)

Responsible for Sales, Business Development, and Program Management activities. Primary role focused on growing current accounts and look for new opportunities in the satellite and telecom space.

Vice President, Operations and Programs

CapRock Government Solutions(*Acquired by Harris Corporation*)



Jul 2008 - Nov 2010 (2 years 5 months)

Responsible for day to day program management, customer services, field services, implementation and maintenance of current programs and customer accounts. Responsible for growing two largest contract vehicle DATS and DSTS-G.

Vice President, Government Relations

Arrowhead Global Solutions(*Acquired By CapRock Communications*)



Jul 2007 - Jul 2008 (1 year 1 month)

Responsible for Government Affairs, business development, and strategic planning activities with Arrowhead Global Solutions a small women-owned, Government 8a contractor which was purchased by CapRock Communications in 2007.

Executive Director

Satellite Industry Association (SIA)



Jan 2002 - Jul 2007 (5+ years)

The leading voice for the satellite industry in Washington DC, before the Executive Branch Agencies (OMB, DoD, Intel, NASA, Commerce Dept, Transportation Dept., and FCC), and U.S. Congress (HASC, SASC, Appropriations, Energy and Commerce). Grew the organization from 12 Members to over 36 members and tripled the operating budget during my tenure. Testified before Congress and represented the industry for 5 years across the globe. Interacted regularly with member company CEO's to develop consensus positions to benefit entire satellite industry and customer base.

Student Temporary Employee / Paid and Unpaid Internship

NASA - National Aeronautics and Space Administration



May 1999 - Jan 2002 (2 years 9 months)

Worked in the NASA HQ Office of International Affairs (Code I) assisting with international agreements and senior executive travel overseas with NASA International Partners. Worked as Legislative Assistant in NASA HQ Office Of Legislative Affairs (Code L) assisting with NASA spinoffs advocacy on Capitol Hill.

Education



The George Washington University

Master's Degree, Science, Technology, and Public Policy

M.A Science, Technology and Public Policy



Northwestern University

Exec Certificate Program, Business and Strategic Marketing



Wheaton College Massachusetts

Bachelor's Degree, Physics, Astronomy, and Political Science

Major in Physics, Astronomy and Political Science (Double Major)

Minor in International Relations

Skills

Board Member • Satellite Communications • Government Relations • Lobbying • PAC • Business Development
• Defense Contracting • Sales Management • Congressional Affairs • Satellite Systems • P&L