

### DAVE FUNKHOUSER

Director of International Business Development  
*B.S. Aviation Science, University of Central Texas*



Dave Funkhouser is the Director of International Business Development at Insitu, where he leads a team of geographically distributed specialists responsible for winning new business with customers around the globe.

Dave joined Insitu during 2013 and previously served as the company's Business Development Executive for Northern Europe, Business Development Executive for the Middle East and North Africa, and Program Manager for Insitu's customers in Canada, the Netherlands, and the United Arab Emirates.

Prior to joining Insitu, Dave served in the United States Marine Corps for 24 years: first as an F/A-18 Hornet avionics technician at MCAS El Toro, California and MCAS Iwakuni, Japan and upon earning his commission in 1997, he served as a Marine officer in a variety of assignments and duty stations around the globe. He spent the final 10 years of his Marine Corps career in the unmanned aviation field: first as the Assistant Operations Officer and RQ-2 Pioneer Unmanned Aircraft Commander at Marine Unmanned Aerial Vehicle Squadron 1 (VMU-1) in Twentynine Palms, California; next as the UAS Branch Head for the Marine Corps Warfighting Laboratory in Quantico, Virginia where he focused on emerging UAS technologies; then as the Executive Officer and RQ-7 Shadow Unmanned Aircraft Commander for VMU-1; and finally as the UAS Capabilities Integration Officer at Marine Corps Combat Development Command in Quantico, Virginia where he led the team that drafted the requirements for the RQ-21 Blackjack Small Tactical UAS. He also served as the Marine Corps' representative to the NATO Joint Capability Group for Unmanned Aircraft Systems.

Dave served three combat deployments in Iraq and Afghanistan where he logged more than 2100 flight hours as an unmanned aircraft commander. He was the first unmanned aircraft commander in Marine Corps history to reach the 1000 hour "mishap free" milestone as well as the first to reach the 2000 flight hour milestone. During 2006 he won the Marine Corps Aviation Association's Robert F. Gibson trophy as Command and Control Officer of the Year.

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