

Jay M. McCulloch, CPCM, CFCM, Fellow Biography

Jay M. McCulloch
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Mr. McCulloch is a Senior Contracts Manager with The Boeing Company in the Boeing Defense Service (BDS) Division leading Autonomous Systems Contracts administration for Argon ST, DRT, QF-16 and Airpower Teaming Systems (ATS). Prior he was in Boeing Global Services (BGS) Division as a Contracts Manager for the Navy/Marine Corps and DLA Transactional Contracts Teams. While at Boeing, he has supported development, production, and follow-on programs in the field of Contracts & Pricing, Business Operations, and Procurement (Supplier Management). Mr. McCulloch has extensive experience working with both Department of Defense (DoD) and commercial contracts. He has worked on a variety of contract types including Cost Plus Fixed Fee (CPFF), Cost Plus Award Fee (CPAF), Cost Plus Incentive Fee (CPIF), Fixed Price Incentive (FPI) and Firm Fixed Price (FFP). Mr. McCulloch has supported numerous programs including Advanced Programs, F/A-18, F-15, C-17, T-45, AV8B, and Ground Support Systems. He has lead negotiations with a variety of DoD customers including Army, Air Force, AFRL, NAVAIR and other companies. Mr. McCulloch has experience with both domestic and international suppliers, and is knowledgeable in import and export regulations.

In addition, Mr. McCulloch was an adjunct instructor at Saint Louis University School of Professional Studies where he taught two courses: Contract Formation and Performance and Contracting in the Global Marketplace.

Mr. McCulloch received his Masters of Business Administration (MBA) degree from Saint Louis University and an undergraduate degree in Business Administration from the University of Missouri. He is also a graduate of the School of Professional Studies Contract Management Certificate program. Mr. McCulloch earned a Certified Professional Contract Manager (CPCM) and a Certified Federal Contract Manager (CFCM) certification from the National Contract Management Association (NCMA). He has earned a Fellow designation which is the third highest award given by the Association. He twice served as President of the St. Louis Gateway Chapter of the NCMA and has held other leadership positions in the organization. He has presented at numerous NCMA seminars on topics related to business and contracts law.