



Michael Carlson

Director, Business Development
Performance Drone Works

Michael Carlson is the Director of Business Development for Performance Drone Works. He joined PDW from Lockheed Martin where he led the UAS Business Development and Customer Support functions for the Lockheed Martin Procerus Technologies business.

Prior to Lockheed Martin, Michael supported the FAA UAS Integration during the pivotal years prior to Part 107, analyzing safety cases for section 333 exemptions. He also served on the review panel for the Part 107 program. For 8 years, Michael led training, logistics, and support functions for Textron Systems on various UAS contracts with the US Army PMUAS for the RQ7 Shadow and MQ1 Gray Eagle groups 3-4 unmanned aerial systems.

Michael holds a bachelor's degree in Organizational Leadership from The Pennsylvania State University. He also serves on the Drone Advisory Committee at CompTIA developing initiatives and providing guidance to industry and government bodies to encourage the safe growth and progression of the UAS industry.

Michael served in the United States Army with 3 different job skills: 19Delta - Cavalry Scout, 11Bravo - Infantryman, and 96Uniform - Tactical Unmanned Aerial Systems Operator. As a Cavalry Scout, Mike was a fire team leader in a Stryker Brigade. As an Infantryman, he was a squad leader in a light infantry company. He served a 13-month deployment to Iraq in 2004-2005 and earned the Army Commendation Medal. He served as an instructor/standardization operator at the US Army Unmanned Aircraft Systems Training Center at Fort Huachuca from 2006-2008 and has accumulated 5000+ flight hours on groups 1-3 UAS.

Michael lives outside of Salt Lake City, Utah with his wife, 3 dogs, and are expecting a new member of the family in March 2020. In his free time, he enjoys mountain biking, snowboarding, and playing ice hockey.