

## Jay T. Young

CAPT, USN (Ret)

Jay T. Young is Vice President, Market Analysis and Development at TrinityRail, the largest business unit of Trinity Industries, a diversified industrial manufacturing company based in Dallas, Texas. In his current role, Mr. Young's team identifies and assesses key market trends to support strategic planning, new product development and major sales opportunities. His team also leads branding and marketing. Mr. Young joined Trinity Industries in 2012 as Executive Director of Corporate Strategic Planning.

Prior to joining Trinity, he was an Executive Principal at Accenture (2010-2012) where he led the Competitive Analysis and Insight Team for the Technology Growth Platform. In that role, Mr. Young led a global team of 30 professionals who provided detailed tactical intelligence on key competitors for major deals worldwide.

From 2001-2010, Mr. Young was at Perot System/Dell Services where he helped establish and grow several key functions. Mr. Young organized and ran the company's first corporate-level market and competitive analysis capability which supported new-market entry, global delivery expansion, and mergers and acquisition activities. Mr. Young also founded the Enterprise Planning Group (EPG), which directed the formulation and implementation of Perot Systems corporate strategy. Prior to the establishment of EPG, Mr. Young was one of the leaders of Perot Systems foundational Strategy 2.0 effort, which produced a detailed, five-year strategic plan.

Prior to joining Perot Systems, Mr. Young held a variety of positions in business and government. At EDS, he worked in Global Sales and Corporate Strategy where he led competitive analysis, the win/loss program, and market influencer relations. At Battelle Memorial Institute in Columbus, OH, he was Director of International Operations and Strategy, and one of the founders of the company's technology strategy management consulting group. At Booz Allen and Hamilton, Mr. Young led numerous projects for sensitive US government clients. Mr. Young started his career with the U.S. Government as a military analyst, where he served on task forces for major military operations and crises, and authored numerous assessments on key issues in Latin America, and the Persian Gulf.

Mr. Young also served 25 years in the US Naval Reserve from which he retired as a Captain. He served in a variety of leadership positions with units supporting US Pacific Command, US Southern Command, US Atlantic Command, US Seventh Fleet, and the Office of the Secretary of Defense. He commanded two reserve units and was recalled to active duty shortly after 9-11 to join the staff of US Seventh Fleet. Mr. Young is a member of the Council on Foreign Relations (New York), the Dallas-Fort Worth World Affairs Council, the Dallas Committee on Foreign Relations, and the International Institute of Strategic Studies (London).

Mr. Young holds a BA (Magna cum Laude) from Yale University, an MA from King's College, University of London, and is a Ph.D. candidate at The Ohio State University.

