

# BIOGRAPHY



**Christopher  
Ellerhorst**

Vice President,  
Strategy,  
Business  
Development and  
Sales

Chris Ellerhorst is the vice president of Strategy, Business Development and Sales for United Launch Alliance (ULA). In this role, he is responsible for ULA's strategic planning, marketing and sales, market and competitive intelligence, and all new business capture and proposal activities.

Prior to his current role, Ellerhorst was ULA's vice president of the Amazon Leo Program, serving as ULA's customer interface with Amazon and leading the team responsible for integrating all program financial, technical and operational activities associated with Amazon's Leo launches on the Atlas V and Vulcan launch vehicles. Additionally, in that role he oversaw a \$1.6B program focused on rate capacity and infrastructure investments that enabled a step-function increase in ULA's launch rate capabilities. Prior to that, he served as director of SBDS where he led the capture of more than \$10.5 billion in new business orders and led ULA's Strategic Advisory Group of senior industry experts, positioning ULA for profitable growth in the space launch market.

Ellerhorst joined ULA from Lockheed Martin Space where he spent 10 years in various positions, culminating in the Strategic Development and Advanced Programs organization supporting the development of LM Space's long-range strategic plan, leading new business ventures focused on creating new revenue streams, and supporting enterprise Merger and Acquisition portfolio activities. Additionally, he was the competitive intelligence leader for Lockheed's Military Space and Civil Space lines of business and developed a strong understanding of the global space launch market as a core member of the Lockheed Martin strategic business review team on ULA. Ellerhorst began his career at LM as a systems engineer working on NASA's Orion and GPS III programs. He is a graduate of LM's Leadership Development program.

Ellerhorst holds a Bachelor of Science degree in aerospace engineering from the University of Colorado at Boulder and holds a Master of Science degree in systems engineering and a Master of Business Administration degree, both from the University of Denver. He is a member of the University of Colorado-Boulder Smead Aerospace Engineering & Sciences External Advisory Board and is a recipient of the 2024 AeroBufs Alumni Award for Excellence in Commercial Enterprise.



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