



Department of Defense Intellectual Property Forum 2023

Georgia Karanikolis

Vice President of Contracts & Commercial for GKN Aerospace-Defense Business Line



Georgia is the Vice President of Contracts & Commercial for GKN Aerospace-Defense Business Line, where she leads the Global Contracts Organization with teams in the US, UK and the Netherlands.

Georgia's previous experience encompasses 16 years at Raytheon, where she held leadership positions in Contracts and Subcontracts for the Naval and MSS Businesses, and was the designated IP Strategist focused on developing IP Strategies and Alignment between Prime and Supplier objectives. Prior to Raytheon, she was with Lockheed Martin Aeronautics, as the Contracts Lead for F-35

International and F-16, where she started her experience with Specially Negotiated Licenses and developed a passion for Intellectual Property. She also worked at Lockheed Martin Missiles and Fire Control where she led the Trade Compliance Organization.

Georgia holds a BS in Business, a Masters in Legal Studies with emphasis in Contract Management and Intellectual Property and is a CPCM.