

Kurt D. Worden

Director of Business Development Manager, NOVA Power Solutions, Inc.

Kurt Worden is currently the Director of Business Development for NOVA Power Solutions, Inc. a manufacturer of power conversion, conditioning, back up and distribution systems for defense and heavy industry. He is responsible for customer relations, new product development, marketing and international development.



He initiated and manages NOVA's European and Middle East business unit, with a focus on Direct Commercial Sales. He is an active member of the US Chamber of Commerce and routinely interfaces with US Embassy Staff's around the globe. To date his international efforts have resulted in 25% revenue growth for NOVA and market diversification that have allowed for continued level growth in spite of a turbulent US Defense market.

He has navigated across the spectrum of export and import programs and policies, which include Foreign Military Sales to Saudi Arabia, Poland, Romania, Hungary, Morocco, Australia, New Zealand, Taiwan, Japan and others; Direct Commercial Sales to and from Turkey, Israel, Switzerland, Australia, New Zealand, Canada, Mexico, Chile, Japan, Pakistan, Saudi Arabia, and Qatar.

He has navigated foreign government policies to expand corporate operations overseas, including sales, service and engineering.

He envisions expanding participation in the International Division through outreach to corporate members as well as engagement with DOD International Program Offices, Department of Commerce and foreign partners in support of US National Defense.

Mr. Worden joined Nova Power Solutions after completing 25 years of active service in the U.S. Navy retiring as a Master Chief Cryptologic Technician. During his Navy career, he was assigned to a variety of ship and staff positions. Shortly after joining NOVA Power Solutions he established the company as a NDIA Corporate member and continues to expand the company's participation across chapters and divisions.

Mr. Worden is a member of the Board of Directors for the San Diego Chapter of the National Defense Industrial Association (NDIA). Previous Chair for the San Diego Chapter Navy Gold Coast Conference and Chapter Chair for the National Small Business Conference.