Paul Fermo
President

Paul Fermo was named President of Massachusetts-based Ascent AeroSystems, a global leader in the design and manufacture of rugged, compact unmanned aerial systems. After serving five years as the company's Vice President of Business Development where he was responsible for driving long-term revenue growth, forging strategic partnerships, and identifying new market and product opportunities, Fermo assumed his new role on October 1, 2025.

Before joining Ascent AeroSystems in March 2020, Paul served as a management and strategy consultant at The Boston Consulting Group (BCG), a global strategy consulting firm, where he served Fortune 100 companies across a broad range of industries including aerospace and defense, industrial goods, and financial industries, with applied experience in developing market entry strategies, sales and operations planning, organizational transformation, and supply chain optimization.

Prior to BCG, Paul served as a U.S. Navy F/A-18 fighter pilot, completing five combat deployments to both Iraq and Afghanistan where he led approximately 100 close air support combat missions in support of U.S. and coalition forces. During his Navy career he also served on the ground in Afghanistan as the deputy commander of a NATO air command responsible for building and training the Afghan Air Force; on Capitol Hill as a DoD Fellow assigned to a member of the House Armed Services Committee; and in the Pentagon as the Air-Sea Branch Chief, Force Application Division on the staff of the Joint Chiefs of Staff.

In 2023, Paul was appointed by the U.S. Secretary of Commerce and U.S. Trade Representative (USTR) to serve as a member of the Industry Trade Advisory Committee on Aerospace Equipment. The Committee provides detailed policy and technical advice to the Secretary and USTR regarding trade barriers, negotiation of trade agreements, and implementation of existing trade policy in support of the U.S. aerospace industry.

Paul earned his MBA from the MIT Sloan School of Management and is a distinguished graduate of the National Defense University.