



Randy Sakowitz

Executive Director, Business Development

Randy is an innovative strategic planner with a passion for all things tech. He's successfully launched products in the defense, aerospace, and commercial spaces to compete in, and disrupt, markets.

As Rigil's Executive Director, Business Development, Randy oversees our DoD and Federal contract work, growth strategy, product roadmaps, vendor partnerships, and product branding and marketing. He is skilled in go-to-market planning, vendor sourcing and management, and user experience.

Prior to joining Rigil, Randy held leadership roles at a variety of startups and consulting firms, including his own. His collaborative approach to solving challenges, rooted in the power of data, has led to profitable, sustainable sales pipelines.

Randy holds a Bachelor's of Business Administration from the George Washington University and is a graduate of the Anti-Defamation League Glass Leadership Institute.

He resides in Washington, D.C.