

ERIC HENDERSON

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Constructing dynamic, top-producing sales organizations through proven leadership and management style, strategic partnering, designing tactical sales initiatives, and implementing key account-management methodologies.

PROFESSIONAL PROFILE

- Master's-level IT sales and management professional with dynamic career selling technology and software products and services in highly competitive business market.
- Expert team-builder known for constructing top-producing sales organizations through strategic partnering, tactical sales, and key account management.
- Outstanding achiever with proven record of success in account and contract negotiations.
- Excellent communicator with ability to effectively manage change and demonstrated achievements in key account relationship management, strategic sales and market planning, competitive proposal development, sales training and development, budgeting and forecasting, pricing, and service management.

AREAS OF EXPERTISE

- Technology Sales Leadership	- Communication	- Identify and Direct Resources
- Software Solutions Sales	- Negotiation	- Develop Sales and Delivery Strategies
- Federal and DoD Marketplace	- Structuring Key Alliances	- Sales Training
- Managing Internal/External Client Relationships	- Revenue Building	- Market Planning
- Develop and Lead Strategic Sales Initiatives	- Account Management	- Business Development
- Team Mentoring, Coaching, and Motivation	- Budgets and Forecasting	- Creative Solutions
	- Strategic Partnering	- Managing P&L
	- Identifying Opportunities	
	- Managing Change	

PROFESSIONAL EXPERIENCE

Director, Army Major Programs, FuturaFind, Baltimore, MD, 2006 to present

- Led business growth from \$25 million in 2005 to \$100 million in 2006.
- Determine annual unit and gross-profit plans by implementing sales and marketing strategies and analyzing trends and results.
- Establish sales objectives by forecasting and developing sales quotas for regions and territories.
- Delivered sales growth from \$50K in backlog to more than \$31 million in backlog in three years by building high-performance, multifunctional/multi-discipline, sales team comprising professionals from engineering, finance, proposals, business development, sales, and program-management departments that produced.
- Closed \$15 million contract negotiation that accounted for 45 percent of company orders in 2006; generated more than 50 percent of total company revenue.
- Attained President's Club in third consecutive year for attaining 100+ percent of sales quotas.

Director, DoD Sales, FuturaFind, Baltimore, MD, 2002 to 2006

- Implemented national and international sales programs by developing field sales action plans.
- Increased unit sales from \$4 million to \$30+ million yearly and increased backlog from \$3 million in 2001 to \$40+ million in 2004.
- Attained President's Club status for two consecutive years for attaining more than 100 percent of sales quotas; promoted to Director of Major Programs in 2006.

Regional Sales Manager, DiversiComm, Seal Beach, CA, 2000 to 2002

- Managed matrix resources and 10 strategic accounts.
- Cultivated senior-level relationships and provided technology services and financing solutions to customers.
- Built new customer base and added \$1.6 million in services revenue.
- Developed comprehensive strategic sales plan for new region that resulted in position being relocated to California.

Regional Sales Manager, Advanced Tech Solutions, Camarillo, CA, 1999 to 2000

- Led and managed newly formed organization selling Enterprise Resource Management software solutions to aerospace, IT, and other major accounts; reported directly to CEO.
- Developed strategic and tactical plans for new sales team, led all contract negotiations, and held P&L accountability.
- Exceeded company sales growth target by 148 percent.
- Developed key management business indicators for operational review and improved decision-making.
- Developed revised pricing architecture for new customers.
- Added four new customers, a new industry, and more than \$1 million in revenue.

Account Executive, DigiWest, Ventura, CA, 1998 to 1999

- Led information technology solutions for US military installations and IT organizations on West Coast, in Hawaii, and throughout Pacific Rim.
- Developed new territory and contributed \$2.5+ million to company revenue in six months.
- Designed and implemented strategic plans that resulted in increasing federal agency agreement by 125 percent.
- Led development of outsourcing plan for military agencies.
- Played instrumental role in developing new business in Hawaii.

Director, Commercial Aircraft Sales, Boeing Corporation, Oxnard, CA, 1990 to 1998

- Directed sales and marketing of commercial aircraft to major domestic and foreign airlines.
- Developed overall strategic plan for Southeast Asia commercial market that resulted in 46 percent market share becoming the highest performing market share company-wide.
- Led multifunctional teams that accounted for \$3.5+ billion in revenue and backlog.
- Negotiated contracts valued at more than \$500 million.
- Initiated department-wide trend analysis and win/loss reviews for senior executives.
- Increased productivity by more than 35 percent by leading technology sales integration effort.

MILITARY EXPERIENCE

Colonel, United States Air Force, Patrick AFB, FL

- Achieved two consecutive promotion selections to Lt. Colonel and Colonel ahead of peers; achieved by only top 3 percent of all Air Force Officers.

Deputy Commander For Maintenance, United States Air Force, Patrick AFB, FL

- Led and managed operational production of 355+ individuals to success.

Tactical Squadron Commander, United States Air Force, Patrick AFB, FL

- Led largest tactical flying organization in the Strategic Air Command.

Acquisition Manager, United States Air Force, Eglin AFB, FL

- Oversaw acquisition and multi-year procurement funding for 60 KC-10s.

EDUCATION, TRAININGS, AND CERTIFICATIONS

Master of Science in Systems Management, Lehigh University, Lehigh, PA

Master of Science in National Resource Strategy, Industrial College of the Armed Forces

Bachelor of Arts, University of California – Los Angeles, Los Angeles, CA

AFFILIATIONS

Member, Armed Forces Communications and Electronics Association (AFCEA)

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