

# KENRICK L. HERRMANN, PMP

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## SENIOR SALES & BUSINESS DEVELOPMENT EXECUTIVE

Highly-skilled Sales and Business Development Executive and Project Management Professional, now seeking to transition from fulltime Military service back into industry. Respected for loyalty, honesty and integrity while producing a win-win situation for both parties.

## QUALIFICATIONS

- Active "Secret" Clearance
- Attention to Detail
- Business Intelligence
- Channel Management
- Customer Care & Retention
- Fiscal Management
- Eagle Scout
- Government Contracting
- Marketing Programs
- Product Launch Campaigns
- Product Education/Deployment
- Project Management
- Relationship Builder
- Sales Leadership
- Staff Training and Development
- Strategic Planning
- Strategic Business Development

## PROFESSIONAL EXPERIENCE

**DEPARTMENT OF DEFENSE, U.S. SOUTHERN COMMAND • Doral, FL** **Feb 2016-to-present**  
***Lieutenant Colonel, Chief of Engineering Plans and Exercises***

- Lead Engineer planner on classified strategic plans to support rapid response capabilities, partner nation collaboration, and regional cooperation in the Caribbean, Central America, and South America (**35 Countries**)
- Conducted planning synchronization and coordination with senior level military and civilian personnel among Department of Defense, Interagency, contractors, and Partner Nation personnel
- Appointed as the senior lead engineer officer in the planning, coordination, and execution of U.S. Southern Command's joint exercises comprising of military service components, federal entities, humanitarian organizations, and partner nations with each exercise valued over **\$ 2 million**
- Served as the Hurricane Mathew Disaster Relief Officer and coordinated the deployment of engineer resources in support of the Department of Defense Joint Task Force Mathew's humanitarian mission to Haiti
- Championed a **\$ 33 Million** Military Construction project at Naval Station Guantanamo Bay, Cuba

**U.S. ARMY RESERVES, 75<sup>th</sup> TRAINING COMMAND • West Palm Beach, FL** **May 2014 – Jan 2016**  
***Lieutenant Colonel, Observer Controller/Trainer/Consultant***

- Trainer and Consultant for Battalion and Brigade-size elements to improve staff operations and efficiency
- Conducted Mission Command Seminars for Army Reserve Units throughout the Florida Region
- Served as an Evaluator and Consultant for an expeditionary sustainment command at Fort McCoy, WI and at Joint Base McGuire, NJ

**TYCO INTEGRATED SECURITY, INC • Miami, FL** **Jan 2015 – Nov 2015**  
***Commercial Sales Manager, South Florida Region***

- Increased monthly revenue from **83% to 110%** while maintaining a consistent customer base
- Coached, motivated and retained sales team, leading to **25%** higher sales production per employee
- Managed, targeted, and supported strategic local and national accounts in the South Florida market

**XG TECHNOLOGY, INC • Sunrise, FL** **Jun 2014 – Nov 2014**  
***Director, Federal Sales***

- Established sales and marketing initiatives to key Federal Government sectors
- Developed and recruited Federal solution providers, systems integrators and prime contractors
- Created emerging technology partnerships with original equipment manufacturers in the defense industry
- Worked on classified, **\$2M** dollar wireless solutions for the Department of Defense

**U.S. ARMY RESERVES, 1-349 LOGISTICS SUPPORT BATTALION • Fort Gordon, GA** May 2012- May 2014  
**Lieutenant Colonel, Battalion Commander (Chief Executive Officer)**

- Exceeded the unit's readiness, retention and recruiting objectives by **25%**
- Accountable for over **\$12 Million** in Government property
- Strengthen the organization and its effectiveness through a leader development program

**JOY COMMUNICATIONS, INC • Stuart, FL** Aug 2012- Sep 2013  
**Senior Account Manager**

- Designed telecommunications/VOIP networks, infrastructures, call center applications, virtualization, unified communications, and cloud-based solutions to increase client's return on investment
- Developed disaster recovery and business continuity solutions for a variety of business structures

**VERTICAL COMMUNICATIONS, INC • Boca Raton, FL** Aug 2011- Jul 2012  
**Regional Sales Manager, Southeastern Territory**

- Established channel sales and sales training programs in FL, GA, AL, MS, TN, NC and SC
- Utilized relationship management and account management techniques to prospect for and grow accounts
- Exceeded 2011 revenue within 6 months; increased revenue and dealers by **25%**
- Facilitated sales and technical trainings to new sales executives and new Vertical partners

**U.S. ARMY RESERVES** Feb 2009 - May 2012  
**Major / Lieutenant Colonel**

- Brigade Executive Officer (Chief Operating Officer) for a logistics Brigade encompassing **2,900** Soldiers across Southeastern USA; focused on unit/Soldier readiness and information management in support of deploying units to Kuwait, Iraq, Afghanistan and Guantanamo Bay
- Team Leader for a Facilities Engineer Detachment providing base camp design and management to support over **8,000** personnel in a contingency operation

**MULTI-NATIONAL FORCES IRAQ, U.S. ARMY, Baghdad, Iraq** Dec 2007 - Feb 2009  
**Major, Mayor of Camp Liberty Forward Operating Base (Chief Operating Officer)**

- Responsible for the facilities, terrain and infrastructure of 700 acres to support over **15,000** Soldiers, Department of Defense personnel, contractors and coalition forces
- Directed and managed construction, camp projects and maintenance, per the Victory Base Camp Master Plan
- Conducted life sustainment operations in support of the Multi National Division – Baghdad Headquarters, two supporting Brigades and 5 combat Battalions

**MITEL, INC • Boca Raton, FL** Sep 1994 - Aug 2011  
**Senior Communications Consultant**

- Sold communications and disaster recovery solutions to clients ranging from 40 to 2500 users.
- Exceeded territory sales goals from **109% to over 300%** yearly; earned President Club and Top Gun awards.
- Ranked in **top 3%** of employees nationwide resulting in Branch of the Year awards in 2001, 2005 and 2010
- Recipient of prestigious Eagle Award; being 1 of 3 employees awarded this top honor in the company history

## AWARDS / VOLUNTEER ASSOCIATIONS

**U.S. Army Reserves • Fort Gordon, GA**

Meritorious Service Medal

**Boy Scouts of American Gulf Stream Council • West Palm Beach, FL**

Volunteer for Eagle Scout Boards

## EDUCATION & CERTIFICATIONS

**VANDERBILT UNIVERSITY • Nashville, TN**

Bachelor of Science Degrees in Engineering Science and Political Science

**Project Management Institute • Miami, FL**

Project Management Professional (PMP)