

Heath C. Hancher Sr
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BUSINESS DEVELOPMENT MANAGER

Cross-Geographical & Cultural Team Integration | Strategic Business Unit Development & Execution

Savvy operations leader with an indelible reputation for delivering inventive business development strategies, B2B / B2C solutions that are corporate focused. Recognized for transforming small business operational systems into both profitable and productive capacities.

- Excellent B2C strategist
- Complex Proposal Manager
- Strategic Business Planning and Execution
- Fulfillment and Strategic Operations Manager
- Gov Contract Negotiation & Total Cost Ownership
- Fiscal Accountability and P&L Management
- Large Client Relationship Management
- Versed in ITAR | Commerce Compliances
- Life Cycle Enterprise Contract Specialist
- Versed with Enterprise Resource Planning (ERP)
- Strong Vendor B2B Relationship Building
- Procurement, Acquisitions and System Integrator

PROFESSIONAL EXPERIENCE

Global Ordnance, LLC | Tampa, FL

June 2017 – Present

Director | Business Development

Government Business Development Director responsible for the management oversight of current US Special Operations Command basic order agreements and contract proposals on-going. Primary proposal strategist leading proposal teams with complex planning, resource management, regulatory comprehension, budgetary planning and execution.

Brought \$1.8M gross revenue through new B2B ventures within first 8 months.

Program Director for \$26M equipping program for Egypt and Tunisia

Project Directorate for Afghanistan Weapons Maintenance Program projected at \$500M

- Developed organizational plans, policy and procedures setting standardized processes for contract development, proposal strategies, bidding analytics.
- Successfully developed and wrote proposal strategies for numerous requests for information resulting in award winning contract awards worth \$50M.
- Brought forth organizations first ammunition indefinite delivery indefinite quantity contract into the United Arab Emirates (UAE) exceeding \$1M annual.
- Primary developer of organizations first ever training division, creating curriculum, policy and evaluation factors, thus successfully winning foreign training contracts within Morocco.
- Established organizations first dedicated training site, which is capable of complimenting Special Operation Forces specific training (i.e. sniper, breaching, HALO, Live Fire Shoot House, Live Tissue Training – LTT, R&D testing of munitions and weaponry).

Paragon International, LLC | Wilmington, NC (Tampa, FL)

November 2016 – May 2017

Program Manager (Contractor)

Government program and contracts manager responsible for business development, client relationship building, technical proposal writing, forecasting and bidding. Direct interface with US Army Medical Material Agency and PPD (Pharmaceutical Product Development Corporation) as the Program Manager for the Medical Product, Research and Development IDIQ (W81XWH-15-D-0038).

- Task Order Management: Analyze task order directives, structure detailed pricing, technical and analytical proposal writing for final submission to the prime contractor, PPD.
- Personnel Management: Interview, validate and assign contractor personnel to fill labor requirements designated by task order. Oversee contract personnel passport, visa, country clearance and arming agreement applications to include OCONUS life support for personnel assigned overseas.
- Program Management Review: Responsible for all program management reviews (PMR) held onsite, Wilmington, NC, or via VTC including detailed material acquisitions, material life cycles, labor category assignments, training metrics and budget analysis.

3DL Global Solutions, LLC | Tampa, FL

April 2011 – November 2016

President

*(Reason for leaving: Business dissolved)

Established, directed and monitored initial fiscal investments while building global client relations, thus securing long-term government contracts in excess of \$8M in annual sales within first three years of establishment.

- **Facilitated Acquisition Negotiations:** Appointed to execute deliverables stemming from short term CAS (Cost Accounting System) acquisition as the intermediary during contract negotiations to complex US Government equipment acquisitions, federal compliances and final deliverable to foreign end-users.
- Delivered Department of State BOE's into: Tajikistan, Kyrgyzstan, Afghanistan, Peru, Senegal, Burkina Faso, Zambia, Serbia, and Philippines with zero loss report via proper ITAR | Commerce licensing.
- **Improved Global Risk Programs:** Established Key Risk Indicators to guide investment activity, resulting in a 18% decrease in loss revenue used and contributing 82% of funds performing ahead of prior year.
- **Margin & Revenue Growth:** Increased margins by 9% and revenues by 27% with pricing and cross-selling initiatives. Obtained deeper relationships with product manufacturers to increase levels of distributorship and streamline marketing strategies.

Client revenue budget \$36M

Communications and Training Budget \$27M

Basic Order of Materials CP/FFP Budget \$100M

Delan & Associates, Inc. | Freeport, NY

September 2010 – July 2011

Program Manager, Head of Afghanistan Operations

Oversaw complex MIL/LE training, mentorship, domestic to foreign currency exchange, thus logistically supporting the FBI counter threat finance staff and DEA FAST (Foreign Deployed Advisory and Support Team) requiring detailed and timely negotiations within Afghanistan Ministries of Defense and Interiors directing highly profiled missions.

- **Expansive Supply Chain Growth:** Drove significant growth in development of lean supply chain practices and product commodity, life cycle acquisition: 50% expansion of asset delivery into 14 provinces once unable to receive goods / services due to high enemy threat and transport challenges. Drove asset inventory management programs resulting in less than 2% material loss.
- **Fiscal & Regulatory Compliance:** Updated policies and procedures across business divisions to be compliant with DFAR (Defense Finance & Accounting Regulation), CFAR (Contractor Finance & Accounting Regulation and CAS (Cost Accounting Standard) mandated by the United States Defense Contract Management Agency.
- **Crafted Executable Business Plan:** Developed global business expansion plans, with managed assets peaking \$1B, in conjunction with new senior leadership and incumbent management. Spearheaded SW Asian operations and select North American functions. Managed five Executive Directors and 30+ staff members in U.S., SW Asia and South America.

Operational Budget \$120M

Staff Size – 225

Expansion Growth 50%

Locations serviced and responsible - 36

United States Training Center (Blackwater Worldwide) | Moyock, NC

April 2008 – September 2010

Integrated Logistics Support Manager (ILSM)

Advanced to ILSM and government Supply Chain Liaison for the Counter Narcotics / Counter Terrorism Program Office (CNTPO) Aberdeen Proving Grounds, MD. Primary directorate for acquisition, improved strategic fiscal management plan and logistical support for classified US Department of Defense contracts exceeding in gross value of \$750M of assets, fixed and tangible property and services. Developed keen business relationships with Afghan Ministry of Finance and Defense resulting in cultural synergy.

- **Restructured SW Asia Supply Chain Operations:** Outsourced middle-office function and integrated operational ownership across high fidelity product lines, life cycle monitoring and reduction of expenses by 12%. Highly sensitive cross distribution manager of regional equipment and materials.
- **Asset Inventory Management:** Created from ground up, thus standardizing all inventory management directives that included barcoding, RFID tracking, UID tracking, customs procedures, ITAR, Commerce, shipping (Land, Sea, Air), life cycle replacement, excess stock reallocation, cold supply chain, maintenance (TMDE) pharma, munitions and subsistence.

Accountabilities

Staff Management
Risk Identification
Analysis & Mitigation

Operation Achievements

2% Staff Turnover
7% Improvement Labor Utilization
98% Fixed / Real Property accountability

United States Army | USA (Retired)

January 1992 – February 2012

Logistics Support Officer (06/06 – 02/12)

Served as a Logistics Support Officer under USASOC (US Army Special Operations Command) managing \$3.4B worth of special operations assets, determining equipment funding requirements and maintenance funding sources deployed forward and resource management activities within combat theaters.

- **National and Global Operations:** Orchestrated supply chain operations for brigade level movement / training orders, 5000 personnel, 400 pieces of rolling stock and 79 air assets across three continents. Expert in SaaS, ERP cloud asset visibility and distribution (Real Time) accountability programs (i.e. Sunflower, Sage, Osas).
- **Fiscal Accountability:** Managed fixed and tangible assets worth \$4B in combat equipment while physically assigned across three continents and two combat zones simultaneously. Responsible for monitoring, directing and reviewing all fiscal funding source allocations, acquisitions, inventory control measures and procedures for divisional assets.
- **Established Service Delivery Risk Management Function:** Deployed and supported SFOD-A (Special Forces Operational Detachment Alpha) managing support recognition and communication programs; established standard operating procedures that focused on building security and combat loss prevention. Worked closely with other US government affiliates and coalition forces establishing host nation relationships implementing counter terrorism / counter narcotics proliferation techniques.

EDUCATION

- Master of Business Administration, International Business (2018) | Florida Atlantic University, Boca Raton, FL
- Bachelor of Business Management & Administration | Saint Leo University, San Antonio, FL
- Certified as: CPPS, CPPA, CPPM – National Property Management Association (NPMA)

PROFESSIONAL ACHIEVEMENTS

- US Army Special Forces Qualification Course (SFQC): 2006
- Bronze Service Star (2): Iraqi Freedom and Enduring Freedom
- Meritorious Service Medal (3): Operation Iraqi Freedom ('07); Operation Enduring Freedom ('03)
- Combat Veteran: Iraq (2-Tours); Afghanistan (3-Tours); Horn of Africa (1-Tour)
- Saint Leo University President Council Board Member (2012 – Present)
- Provisional Patent Holder: US Design Patent 29.501,267: Title: Wall-Mounted Storage Receptacle: File No. 0121969

VETERANS PREFERENCE

- Service Connected Disabled Veteran: 70% (Above >30%)