



Frederick E. Kimble · 1st

👉 Business Development Leader | 💡 Entrepreneur | ⭐
United States Army Veteran | Clients: 🏛️ US Department of Defense, 🚁 US Presidential Helicopter, 📦 Amazon, 🛒 Walmart, 🚚 UPS, ✉️ FedEx

Midlothian, Texas, United States · [Contact info](#)

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Noah Delivery & Automation, LLC



American Military University

Open to work

Director Of Business Development, Business Development Manager, Business Development Execut...

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About

👤 **WHAT I DO:** I help companies achieve business development excellence by utilizing my entrepreneurial experience and steadfast executive presence to create consistently realized goals and company milestones.

👤 **WHAT MAKES ME UNIQUE:** As a successful entrepreneur with experience in Aerospace, the Department of Defense, Commercial, and United States Postal Service industries and service in the United States Army, I forged a profound sense of integrity, ownership in my work, and the inspiration to work together for a greater purpose. I've built and sold two successful companies and currently lead a third company, which is an Amazon Delivery Partner.

👤 MY CLIENTS:

- 📦 Amazon
- ⭐ United States Army
- ⭐ Department of Defense
- 🛒 Walmart
- 🥗 Hello Fresh

-  FedEx
-  DHL
-  GLS
-  Rodie (owned by UPS)
-  Department of Veterans Affairs
-  United States Postal Service
-  Lockheed Martin
-  Siemens
-  Pharmaceutical companies

MY SKILLS:

- ✓ Business Development Leadership
- ✓ Negotiations and Contracts
- ✓ Advanced Engineering
- ✓ Executive Administration
- ✓ Postal Automation Systems
- ✓ Strategic Purchasing
- ✓ Manufacturing and Distribution
- ✓ Six Sigma Processes
- ✓ US Postal and Department of Defense Contracts
- ✓ Integrated Product Team (IPT) Matrix Organization
- ✓ Commercial, Postal, Aerospace, and Defense Industries
- ✓ "Common Body-of-Knowledge" (ie: FAR, DFARS, ITAR, EAR, TINA, EVMS, etc.)
- ✓ Excelled Leadership
- ✓ Multitasking

 **READY TO TALK?** Contact me at fkimbl@sbcglobal.net or call 682-225-6973

Activity

40 followers

Frederick E. Kimble commented on a post • 6mo

I look forward to receiving your Inmail.

Frederick E. Kimble commented on a post • 6mo

I'm sending you an InMail message shortly!

[Show all comments →](#)

Experience



Founder and Owner

Noah Delivery & Automation, LLC · Full-time

Jan 2020 - Present · 3 yrs 6 mos

Texas, United States

📦 We specialize in local, last-mile delivery.

📦 Popular solution for same-day and next-day shipping among retail and E-commerce businesses.

📦 Service industries, such as meal kits, prepared foods, grocery, prescription medication, and other industries that rely on timely deliveries.

📦 Offer an API interface for clients to customize their shipping and automation processes.

📦 Clients include Walmart, Hello Fresh, FedEx, DHL, GLS, Rodie (owned by UPS) and Amazon.

Skills: Entrepreneurship · Retail · E-Commerce · Global E-Commerce · Shipping · Truckload Shipping



Founder and Owner

Veterans Home Care of Texas (Sold in 2015) · Full-time

Jan 2010 - Jan 2015 · 5 yrs 1 mo

Texas, United States

Veterans Home Care's exclusive VetAssist program helps veterans, or their surviving spouses, apply for a little-known Department of Veterans Affairs benefit to pay for assistance with activities of daily living. A proprietary software allows veterans a 99.8 % chance of receiving the benefit. Listed in INC Magazine as one of the fastest growing companies six years in a row. Operates in 40 US states.

Skills: Entrepreneurship



Founder and Owner

MobiMed Technologies (Sold 2014) · Full-time

Jan 2009 - Jan 2014 · 5 yrs 1 mo

Texas, United States

Routing software developed for pharmaceutical companies to get life-saving medicines to patients faster. Particularly critical for bedridden, house-bound, immobile, and handicapped ...see more



Lockheed Martin

Full-time · 5 yrs 1 mo

Owego, New York, United States

Operations and Business Development Leader

Jan 2005 - Jan 2009 · 4 yrs 1 mo

✈ Marine One – United States Presidential Helicopter: Marine One is the state-of-the-art helicopter reserved for the President of the United States of America.

✈ Marine One - Lead capture manager on team to win \$10.6B contract

✈ Marine One - Developed and wrote manufacturing strategies, business plan briefs, use of funds, and projected five-year operating P&L statements

🏢 Combat Search and Rescue Programs – Pentagon: Developed and wrote manufacturing strategies, business plan briefs, use of funds, and projected five-year operating P&L statements

➡ Introduced dashboard program financial tracking to cut costs by 10.9% (\$3.2M) within the first year.

- Negotiated strategic agreement for the Tactical Digital Map product line recovering more over \$9M the first year
- Provided Control/Command product suite and system manufacturing plan
- Stabilized operations by revamping procedures, processing systems and control mechanisms
- Achieved profit improvement through the standardization and aggressive control of procedures for EPP's, contract reviews, and program control. The two-year savings exceeded 35% of budget

Skills: Business Development

- **Executive Director of Advanced Engineering**

Jan 2004 - Jan 2005 · 1 yr 1 mo

★ Promoted within a year to Executive Director of Advanced Engineering from a management role

Skills: Engineering · Contract Negotiation



Siemens

Full-time · 6 yrs 1 mo

- **Director of Strategic Purchasing**

Jan 1999 - Jan 2003 · 4 yrs 1 mo

Texas, United States

- Experience with United States Postal Service and Department of Defense contracts' "common body-of-knowledge" (i.e., FAR, DFARS, ITAR, EAR, TINA, EVMS, etc.)... [...see more](#)

Skills: Purchasing Negotiation · Contract Negotiation

- **Director of Contracts**

Jan 1997 - Jan 1999 · 2 yrs 1 mo

-Drafted, analyzed and negotiated various types of agreements with government customers
-Provided first-level contract review and handled the full spectrum of the negotiation [...see more](#)

Skills: Contract Negotiation

[Show all 9 experiences →](#)

Education



American Military University



The University of Texas at Austin

Bachelor of Science - BS, Industrial Engineering and Business Administration

Skills

Six Sigma

Endorse

Postal Automation

Endorse

Earned Value Management (EVM)

Endorse

Show all 15 skills →

Honors & awards

Certifications

Issued by Various

- Contracts Administration – American Military College
- Contract Capture Management – Lockheed Martin School of Excellence ... [...see more](#)

Certifications

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- Contracts Administration – American Military College
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Interests

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Jennifer Hyman [in](#) · 3rd

CEO, Co-Founder and Chair of the Board
at Rent the Runway
353,447 followers

+ Follow



Carla Harris [in](#) · 3rd

Senior Client Advisor at Morgan Stanley;
Inclusive and Innovative Leader; Public
Company and Philanthropic Board
Director; Author; Inspirational and
Motivational Speaker
416,534 followers

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