

# Frederick E. Kimble

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 Dallas, Texas

## INTRODUCTION

**To acquire position of Key Account Director at Körber.** Decisive entrepreneur exhibiting key leadership qualities leading to successful outcomes. Steadfast executive presence, excellent interpersonal skills, and solid relationship building acumen. Profound sense of honor, duty, and integrity forged in the United States Army.

## SKILLS

- Business Development Leadership
- Negotiations + Contracts
- Global Account Strategies
- Data Analyzation
- Executive Administration
- Postal Automation Systems
- Manufacturing + Distribution
- Six Sigma Processes
- Integrated Product Team (IPT) Matrix Organization
- Commercial, Postal, Aerospace, and Defense Industries
- Advanced Engineering
- Expertise in Government Contracting
- Excelled Leadership

## ENTREPRENURSHIP

### **Noah Delivery & Automation, LLC - an Amazon Delivery Partner**

**Founder & Owner**, Texas - Jan 2020 to Present

Noah is a popular solution for same-day and next-day shipping among retail and E-commerce businesses. We work with businesses in a wide variety of industries. We also 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.

### **MobiMed Technologies (Sold in 2014)**

**Founder & Owner**, Texas

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

### **Veterans Home Care of Texas (Sold in 2015)**

**Founder & Owner**, Texas

Listed in *INC Magazine* as one of the 500 fastest growing companies six years in a row. Operates in 40 US 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.

## CAREER

### **Business Development Leader and Operations (Top Secret Security Clearance)**

**Lockheed Martin**, Owego, New York / 2005 - 2008

- Key account manager for US Department of Defense's large number of warehouses.
- 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

### **Executive Director of Advanced Engineering (Top Secret Security Clearance)**

**Lockheed Martin**, Owego, New York / 2004 – 2005

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

### **Advanced Engineer (Top Secret Security Clearance)**

**Lockheed Martin**, Owego, New York / 2003 – 2004

- Designed manufacturing procedures and processes for United States Presidential Helicopter platform
  - Built digital map for aircraft
  - War and anti-warfare systems for aircraft
    - Installing missiles
    - Flare systems
    - Communication systems to communicate location and level of risk that we had encountered

### **Director of Contracts (Top Secret Security Clearance)**

**Siemens USA**, 1997 – 1999

- TOPS 250 Employee
- Drafted, analyzed and negotiated various types of agreements with government customers
- Provided first-level contract review and handled the full spectrum of the negotiations process
- Coordinated responses to customer contract clauses, concerns and questions by seeking internal feedback from subject matter experts across the organization
- Partner with internal clients and finance during contract negotiations

### **Director of Strategic Purchasing (Top Secret Security Clearance)**

**Siemens USA**, 1999 – 2003

- Experience with United States Postal Service and Department of Defense contracts' "common body-of-knowledge" (i.e., FAR, DFARS, ITAR, EAR, TINA, EVMS, etc.)
- Excellent interpersonal & communications (written and oral) skills
- Work effectively in an Integrated Product Team (IPT) matrix organization
- Able to work with minimal supervision at times and within a fast-paced multitask environment

- Great at multi-tasking and handling several assignments with different internal and external customers concurrently
- Understand and ensure full compliance at all times with applicable Company policy and guidelines
- Extensive Commercial, Postal, Aerospace and Defense industry experience and/or experience in companies that bring products to market in a highly regulated industry
- Applied legal aspects of government acquisition to the contract management function
- Lead negotiator with US Postal Service mitigated risk and ensured continuity of supply by constructing and executing a well-thought-out supply plan that fulfills the needs of the product on time and at low cost
- Provided regular updates to internal customers and team members on project status and lead meetings including suppliers
- Assessed inventory integrity proactively, and prevent stock-outs while optimizing utilization of working capital
- Provide contractually required forecasts to suppliers and to purchasing team members as needed for RFPs utilizing SAP.
- Identify innovative ways to reduce supply risk while also reducing cost, by partnering both upstream and downstream

### **Business Operations and Distributions (Top Secret Security Clearance)**

#### ***United States Army - Weapons Command 1987 - 1997***

Aberdeen Proving Grounds, MD and Fort Hood, TX

- Supported department and distribution center special projects
- Developed and implemented efficient distribution and order fulfillment processes
- Developed, implemented, and maintained Warehouse Management System
- Assisted management in optimizing distribution center processes
- Performed data analysis on key business functions including warehouse capacity and throughput, performance metrics and space management
- Created efficient layouts, workstations, and material handling systems for existing and expanded facilities
- Ensured projects were implemented on time, under budget and achieved performance objectives
- Researched engineering specifications and requirements for safety compliance
- Performed cost and benefit analyses for changes and process improvements
- Company-wide presentations on system changes and improvements

## **EDUCATION**

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### **University of Texas - American Military College**

*Bachelor of Science (B.S.) Industrial Engineering Minor: Business Administration (June 1977)*

## **CERTIFICATIONS**

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- Contracts Administration – American Military College
- Contract Capture Management – Lockheed Martin School of Excellence
- Logistics Administration – American Military College