

R. Foster Perry, III

SUMMARY OF QUALIFICATIONS

- Over 40 semesters as University Lecturer at UAH of upper level and graduate courses in International Business, Operations and Management and Principles of Management with 90% plus instructor ratings
- QEPO Certified for Online Instruction
- Demonstrated expertise and success in curriculum design and planning, career and professional development, organizational development, corporate training.
- Over 30 years in Corporate Management and Operational positions (International and Domestic) for Fortune 500 multinational company in both the commercial and government contracting sectors

TEACHING and TRAINING EXPERIENCE

University of Alabama in Huntsville, College of Business Administration **2002-present**
Huntsville, AL

- Adjunct Lecturer in upper and graduate level International Business Management and Operations and Principles in Management

University of Alabama in Huntsville – Small Business Development Center **2012-2019**
Huntsville, AL

- Seminar Content Developer and Presenter for Small Business Start-up and Operations

Teledyne Brown Engineering (a government Aerospace/Defense contractor) **1998-2012**
Huntsville, AL

Manager, Corporate Training and Professional Development

- Initiated and co-lectured 20hr Business Development/Capture Management for Engineering/Technical Managers and a 24hr Program Management, Business Analyst, and Proposal Management courses.
- Designed and co-lectured 12hr commercial sales, marketing, and customer relationship course.
- Designed and co-lectured 3yr Young Professionals Management Development Program.
- Designed and implemented corporate-wide training and professional development online resource sharing repository.

OTHER PROFESSIONAL EXPERIENCE

University of Alabama in Huntsville – Small Business Development Center **2012-2019**
Huntsville, AL

- Director & Senior Consultant, UAH Small Business Development and Procurement Technical Assistance Centers

TELEDYNE INDUSTRIES (a technology conglomerate) **1980-2012**
Los Angeles, CA. Huntsville, AL. Latin America

Teledyne Brown Engineering (a government defense and aerospace contractor)

1989-98
Huntsville, AL

Senior Marketing Manager

- Implemented Defense Conversion program resulting in three new product lines and \$13M in product sales.
- Co-designed and implemented new business development process to quickly identify and qualify new and additional business opportunities in Department of Defense and NASA resulting in higher win rates.
- Co-managed and improved alignment of Bid & Proposal and Independent Research & Development funds.
- Supported winning capture efforts and proposal re-bids on large SETA contracts in missile defense (\$80M) and space operations (\$60M).
- Formalized market research process to support target identification and effective competitive intelligence.

Teledyne Industries International

1984-1989

Vice-President – Latin America

Caracas, Venezuela and Los Angeles, CA

- Managed marketing offices in Mexico City, Rio de Janeiro and Caracas and manufacturing operations in Venezuela and Mexico.
- Established sales and distribution channels for over 50 subsidiary companies throughout Latin America increasing regional sales by over 300%.
- Identified and captured energy sector business in excess of \$75M and military modernization business in excess of \$100M.
- Managed licensing and start-up of oil equipment manufacturing facilities in Mexico and Venezuela initiating an export sales program to Middle East markets with the latter.

Teledyne de Venezuela, S.A.

1980-1989

Director of Marketing

Caracas, Venezuela

- Established sales and distribution channels for over 40 subsidiary companies in energy, industrial machinery, specialty metals, aircraft engines, SCADA, oil field equipment and consumer products
- Increased country level sales by 400% and managed formation and implementation of oil exploration joint venture (to meet new local ownership requirements) with annual sales of \$15M.

Johnson & Higgins (Broker)

1975-1980

Account Executive for Multinational Accounts

San Francisco, New York, Caracas

EDUCATION

The Fletcher School of Law and Diplomacy (Tufts University)

1975

Master of Arts in International Studies

- Coursework in Latin American History, International Security Studies, Economics, Political Science
- Member – Tufts Alumni Admissions Program (TAAP) – Interviewer of Student Applicants

University of the Pacific

1974

Bachelor of Arts in Social Studies

- Coursework in History, Economics, Sociology, Anthropology, Political Science, Spanish
- Year abroad at Bengaluru (Bangalore) University in Bengaluru, India

Middlebury Foreign Language School

- Certificate in Spanish

Summer 1975

Southeastern Institute of Technology

- Courses in Management of Government Contracts, Strategic Management, Decision (Management) Accounting, Cost Estimating, Project Management, Managerial Finance, and Management & Behavior.

Continuing Education

- various seminars including Business Development for Technical & Line Managers; Creating Shareholder Value; Pricing, Teledyne Financial Management, Presentation and Podium Skills, Major Account Strategies, Competitive Intelligence, Microsoft Office Applications, HTML, FileMaker Pro, Lean Manufacturing Principles, Lean Office Principles, Lean Certification (40hrs), Intro to Software Capability Maturity Management (CMM); Intro to Software Capability Maturity Management Integrated (CMMI)

LANGUAGES AND COMPUTER SKILLS

- Native English speaker, near native Spanish
- Proficient in MS Office Applications – Word, Excel, Outlook, Project
- Proficient in Explorer, MS Sharepoint, Google Apps
- Proficient on Windows and Apple Platforms
- Proficient in use of Canvas Online Learning and Classroom Management Platform

COMMUNITY INTERESTS AND CONTRIBUTIONS

- Non-profit organizational development and sustainability.
- Current or Former Board Member of:
 - North Alabama International Trade Association – former Board President
 - Global Ties of Alabama
 - Huntsville Aerospace Marketing Association
 - ARC of Madison County – supporting intellectually disabled community – former Board President
 - Heart of the Valley YMCA – Huntsville and Madison County
 - Southeastern Systems and Software Engineering Conference and Exhibition
 - Huntsville/Madison County Chamber of Commerce Foundation
 - Venezuelan Presidential Foreign Investment Council – Carlos Andres Perez Administration
- Active Member of
 - Rocket City Triathletes - competitor
 - Spring City Cycling Club - competitor
 - US Triathlon Association -competitor
 - US Masters Swimmers - competitor
- Coaching Experience
 - Madison County Special Olympics Swim Team
 - Soccer