

# Sam Hanie

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## PROFILE OVERVIEW

An energetic, resourceful and highly dynamic Program Manager with excellent technical, organizational, manufacturing, and marketing skills. I have extensive experience developing products and systems from cradle to grave. Hands on and management experience in marketing, business development, proposals, negotiations, sub-contract management, engineering design, engineering development, prototypes, LRIP (Low Rate Initial Production), high rate complex production, post delivery repair, customer support, and much more.

A proactive leader with a passion to deliver day to day professionalism and expertise that is focused and moves the organization toward well defined long term goals and customer satisfaction. I have extensive managerial, technical, business, and financial skills, and the natural ability to identify and capitalize upon opportunities to maximize and optimize company benefits and customer satisfaction.

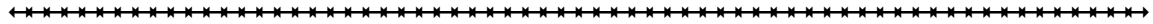
I have demonstrated my capability as a skilled Program Manager with plenty of experience managing and motivating multi-disciplined teams within the aerospace complex as well as a variety of other business markets. I am experienced in juggling multi-national schedules, vendors, and internal/external resources to complete tasks ahead of schedule and under budget while maintaining customer enthusiasm and satisfaction.

**ABILITY** – Determines WHAT a person can do...

**AMBITON** – Determines how MUCH a person will do...

**ATTITUDE** – Determines how WELL they will do it...

# CAREER AND ACHIEVEMENTS TO DATE



**Aerospace Consultant (2003 - Present)**  
**Tandel Systems, Inc.**  
**Clearwater, FL**

## Responsibilities

- Aerospace consultant – Program Office
- Engineering consultant – Systems Engineering
- Logistics consultant – Integrated Support and Logistics
- Engineering consultant – Software analyst
- Business consultant – Proposal Manager
- Aerospace consultant – Prepare and conduct FCA/PCA

## Key Achievements

- Recognized for superior preparation and execution of hardware data sell-off for a complex aerospace satellite system.
- Product manager for a web-based asset management/maintenance system.
- Analyzed and improved the flight software in the FTINU (Fault Tolerant Inertial Navigation Unit) for the Atlas 5 rocket that lifted the Pluto probe.
- Lead analyst for concept study for VHMR (Vehicle Health Maintenance Reasoner).
- Championed & implemented custom method of tracing and proving specification compliance to customer requirements.
- Successfully trained, mentored and motivated engineers, technicians, and other team members.
- Provided management and leadership to generate complex proposals for major Aerospace prime contractors.
- Developed and implemented tools to optimize planning, tracking and implementation of large-scale aerospace programs.
- Successfully ensured targeted profit levels or revenue, profitability & service.
- Responsible for Customer and Internal program reviews and risk management activities.

## Customers

- Pratt & Whitney (Rocketdyne), Lockheed Martin Aerospace, Charlotte/Douglas International Airport, Florida Air National Guard, NASA, L3, Honeywell Aerospace, Honeywell Defense

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**Independent Technology Consultant (1995 - 2003)**  
**Clearwater, FL**

Key Achievements

- Helped small business benefit from data mining.
- Integrated diverse business systems for improved profitability.
- Automated industrial equipment using CAD/CAM software.
- Successfully ensured targeted profit levels or revenue, profitability & service.
- Assisted small business in preparing and submitting proposals to the US government.
- Used business intelligence and data mining to help small businesses save time and resources.

Customers

- Polymatics Plastic Processing, Sunstate Marking, Filter Pure Systems, Atlantic Metal Industries, Worktool's International, Sandusky, Marbel Associates, Newport Communications, Foster and Foster Law Firm, Global Industries, and ~50 more.

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**Senior Program Manager (1987 - 1995)**  
**Smith's Industries Aerospace, Inc.**  
**Clearwater, FL**

Key Achievements

- Responsible for Customer Service department, including repair and overhaul.
- Managed multi-national team to develop, design, fabricate, and deliver automated test equipment.
- Successfully ensured targeted profit levels or revenue, profitability & service.
- Developed and conducted depot level training course for engineers and technicians in support of the AV-8B (Harrier).
- Provided expertise in the preparation, submittal and negotiation of proposals.
- Recognized by British Aerospace for accomplishments related to installation of test stations for the British MOD (Ministry of Defence).

Customers

- MACAIR, NAVAIR, British Aerospace, Boeing, Hughes, McDonnell Douglas Helicopter,

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**Program Manager (1985 - 1987)**  
**Electromagnetic Sciences, Inc.**  
**Atlanta, GA**

Key Achievements

- Saved RFSA (Radio Frequency Switching Assembly) program from hostile takeover by ITT management.
- Established second source manufacturing for the Hellfire missile sensor.
- Introduced automated surface technology to reduce assembly time by 38%..
- Successfully ensured targeted profit levels or revenue, profitability & service.
- Developed a computerized production tracking system using barcode collection.

Customers

- ITT Avionics, Rockwell International, GE Aerospace, Martin Marietta

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**US Army (1972 - 1985)**  
**Maintenance/Logistics Officer/Test Pilot**  
**Worldwide**

Key Achievements

- Served on General's staff as Plans & Operations Officer.
- Responsible for logistics planning and depot level support for all US Army watercraft.
- Successfully ensured targeted profit levels or revenue, profitability & service.
- Selected as US Army Europe's Senior UH-60 (Blackhawk) helicopter test pilot examiner.
- Introduce first computerized status and tracking system for US Army helicopter maintenance in Europe.
- Supported multi-national NATO exercises with NO maintenance related mission failures.

**EDUCATION**

**BS – Electronics (1995), BA- Human Resource Administration (1980)**

## **KEY COMPETENCIES**

- Gifted Leader: Ability to engage at all levels, encourage and motivate others.
- Proven Analyst: Quick to identify potential problems, prioritize and respond.
- Successful Manager: Award winning Program Manager
- Mature Personality: Confidence, patience, diligence, and ability to take on challenging roles.
- Unmatched troubleshooting, fault isolation, and root cause skills.
- Highly Disciplined: Calm and assured in sensitive and pressurized situations.
- Seasoned Experience: Highly efficient, pragmatic, results-orientated and routinely exceeding customer expectations.
- Recognized Expertise: Wide range of technical and business abilities (Program Management, leadership, hardware, software, sub-contracts, marketing, software, logistics, and many more).

## **REFERENCES**

References are available on request.