

Henry Law

CONTACT	837 Rolling Acres Road Hope Hull, Alabama 36043	E-mail: laww_law@yahoo.com Phone: 941-822-2002
QUALIFICATIONS	Broad-Reaching management and sales skills-set: K-12, Higher Education, Research Space, Capital Equipment, Technology, Professional Development, e-Learning and Partner Development.	
WORK EXPERIENCE	Blount Consulting Independent Education Sales Consultant Plan, design e-learning technology systems for K12, Universities, and government agencies. A focus on software licenses sales to provide complete solutions for customers. Network and build relationships within Strategic Accounts in order to further business relationships. The Law Family Farm & Orchard Property Manager Manage all aspects of non-certified organic vegetable, Blueberry, and Strawberry Farm & Orchard. Negotiate land lease contracts. Develop timber and soil conservation plan. Negotiate mineral rights lease agreements. World Precision Instruments, Inc National Sales Manager Contracted for start-up division, Coached and managed a six-member staff.*Acquired 500 products for distribution and sale at school districts, colleges, universities and research laboratories * Established new channels for selling scientific products: ThermoFisher, Amazon.com. NASCO, Forestry Suppliers, Inc., Carolina Biological, and Sirchie *Launched new product lines such as Career Tech, BioMedical, Veterinary Technology and Forensic Supplies and Equipment. Demonstrated products and services; negotiated contracts with "C" level management of school districts, universities, and scientific corporations Delta Education , a School Specialty company Southeast Regional Sales Manager * Sold digital learning, laboratory equipment, curriculum, to K 12 and universities in Alabama, Florida, and Georgia *Secured 3 years, \$7 million contracts with Cobb County School, GA *Launched lab services for K12, higher education research, forensic and clinical markets. Demonstrated laboratory capital equipment, digital learning and conducted all pre- and post-sales activities * Led business for all sales and business development functions, including new product rollout and lab design along with district-wide implantation of digital learning curriculum *Designed, implemented, and adjusted various sales plans and programs for nontraditional textbook learning launching lab services for research, forensic and clinical markets within start-up, Fortune 500, and non-profit org Virtual Learning Systems Business Development Manager Leading innovator for cutting edge e-learning company with 16 employees and annual revenue exceeding \$2.7 million *Responsible for oversight of all sales in business development functions in Alabama, Florida and Georgia *Identified and generated new	February 2013 — Present October 1995 — Present April 2012 — February 2013 September 2005 — April 2012 August 2003 — August 2005

business through cold calls, telemarketing, territory planning, and relationship building with major accounts *Introduced SciTEC, an online science textbook for sixth, seventh, and eighth-grade students. *Managed all stages of product lifecycle management, product positioning, detailed market analysis, competitive analysis, budgeting, idea generation, marketing plan development, business development, buzz marketing, branding, training, media relations, advertising, forecasting, and product rollout *Key customers included Miami-Dade, Broward, Palm Beach, and Panhandle, Florida counties; Cobb, Gwinnett, DeKalb, Georgia counties *Key contacts included superintendents, curriculum coordinators, Title One, Instructional Technology, MIS, and media specialists. Selected Achievements *Generated revenue of \$1 million within the first two school semesters exceeded plan by 30% *Directed Bill Curtis (Young Explorers) as pitch person for SciTEC. *Received Quantum Leap Award

Thermo Fisher Scientific, Inc **July 1999 — August 2003**
Southeast Regional Sales Manager

*Managed five sales representatives in a nine-state southern region *Maintained open line of communication with sales staff and executive level management *Conducted workshops for sales staff on the topics of business development, problem-solving, crisis management, business assessment, contract negotiation, territory management, and time management Selected Achievements *Recruited, developed, and built a loyal and trusting sales team with 100% retention *Developed sales and training strategies that increased sales on an average by 19% for three consecutive years *Region generated \$7 million revenue *Named top regional sales manager for three years

Thermo Fisher Scientific Inc **July 1998 — June 1999**
Southeast Regional Sales Representative

.Increased market share with high tech devices, capital equipment in school district and higher education space in Alabama, Florida, Georgia and South Carolina Product offering: Data acquisition equipment, video microscopes, science digital learning and SaaS, Built relationships with C-level administrators, conducted pt knowledge workshops, maintained 300 account databases, reported market trends and development to upper management Established business alliances: Florida Educational Tools, Miami-Dade Schools, River Deep Cooperation, Florida Department of Education, NSTA, GSTA, and ASTA. Key contacts: science curriculum coordinators, MIS, purchasing agents, laboratory managers Target accounts: universities, laboratories, and school districts. Accomplishments: Expanded market share in South Florida by 36% while increasing sales in Panhandle, by over 200% Resurrected metro-Atlanta sales to over \$2 million Influenced nontraditional customers to efficiently use Title One funds Denoyer– Geppert Heart of Gold Award Alabama Science Teachers Association Loyalty Award.

EDUCATION **BS in Marketing**
Lincoln University of Missouri

REFERENCES **References available upon request.**