

Ted A. Kirchharr

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Senior Executive

Skillful and dynamic professional with demonstrated capacity to provide comprehensive, executive-level management.

– Key Qualifications –

- Proven track record of developing and executing strategic plans, employee engagement, customer service, marketing, and business-development efforts within time and budget requirements.
 - Adept at developing and maintaining detailed administrative and procedural processes that reduce costs, improve accuracy and efficiency, and achieve organizational objectives.
 - Highly focused and results-oriented in supporting complex, deadline-driven operations, and identifying goals and priorities to resolve issues throughout each stage of projects.
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Professional Experience

Studer Group – Pensacola, FL 2017 to May, 2019

Senior Director 2017-May, 2019

Selected Contributions

- Providing executive coaching to superintendents, county executives and executive directors for ten organizations in eight states.
- Planned and facilitated Leadership Development Institutes regarding strategic planning, customer service, employee engagement and leadership training.

Landrum Companies – Pensacola, FL 2003 to 2016

Recognized as one of the 25 Best Small Businesses to Work for in America for five years by the Society for Human Resource Management, Landrum reported a record sales year in 2015, and has received the 2007 Governor's Sterling Award (GSA) for Performance Excellence.

VICE PRESIDENT 2006-2016

DIRECTOR OF STRATEGIC INITIATIVES 2003 to 2006

Selected Contributions:

- Instrumental in efforts to improve quality, resulting in 74% decreased worker's compensation disability days per \$1M payroll.
- Displayed expertise in responsibly managing a \$350M payroll.
- Implemented Landrum's involvement in Florida's organizational improvement initiatives resulting in the achievement of the Governor's Sterling Award, Florida's highest quality award.
- Successfully designed and executed the strategic plan resulting in improved employee engagement scores, customer loyalty scores and record financial performance.

School District of Escambia County – Pensacola, FL 1985 to 2003

POSITIONS HELD: Assistant Superintendent, Operations | Director, Facilities Planning | Director, Maintenance Services | Assistant Director, Maintenance Services | Hazardous Waste | Environmental Control Manager | Assistant to the Director, Inventory and Procurement | District Management Officer

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Community Commitments

Vice-President Pensacola Employ the Handicapped Council
Board of Directors, Private Industry Council of Escambia County
Board of Directors, Pensacola Escambia Clean Community Commission
Chairman, Escambia County Chapter, Reading is Fundamental
President, Escambia Association of Administrators in Education
President, Pensacola Suburban West Rotary Club
President Combined Rotary of Pensacola
District Governor, Rotary International
Board of Directors, YMCA of Northwest Florida
Board of Directors, United Way of Escambia County
Chair, Florida Sterling Council
Chair, Better Business Bureau of Northwest Florida
President, Chain Reaction
President, Pensacola State Alumni Association
Advisory Board, University of West Florida College of Business
Advisory Council, Sacred Heart Hospital Pensacola
Senior Warden, Holy Trinity Episcopal Church

Professional Publications

Employee Development-Big Company Results on a Small Company Budget, Editor and Contributor, eBook available from all popular platforms. A Kindle HR bestseller.

The Busy Business Owners Updated Guide to Health Care Reform: What You Need to Know, author, available in paperback and the Kindle.