

## **SHEILA HARRIS-ADAMS**

Regional Director NJSBDC at NJCU School of Business  
Chair of NAWCAD LKE SBR  
Executive Board JB MDL SBR and Women in Defense

Sheila Harris-Adams, Regional Director of New Jersey Small Business Development Center at NJCU School of Business is a visionary small business advocate, community leader, sought after speaker, national trainer, and industry expert in Procurement Business Consulting, Federal Contracting, Labor Management, Professional Services, Operations, Human Resources and Business Development. She has a proven executive management track record and over 30 years of experience driving sales and marketing goals and objectives. In the public sector Ms. Harris-Adams was appointed to the role of Regional Director of NJSBDC at NJCU School of Business where she leads a team of subject matter experts who provide support to a client base of over 800 businesses in NJ. In the private sector under the leadership of Ms. Harris-Adams the VBS team has provided business development, sales, marketing, training and consulting support to over 500 companies. During her time working with her numerous clients she has assisted in closings over \$520 Million in Federal Contracts.

Prior to starting Visionary Business Solutions Ms. Harris-Adams was Vice President of Business Development for a Defense Contractor where she was the driving force that led to an increase of over 739% in sales over three years. While at the helm of this organization she not only drove sales, but dedicated her efforts to expanding the company's market share in the federal marketplace, establishing far-reaching industry wide relationships, and solidifying the company's brand and presence industry-wide.

Sheila Harris-Adams is a success driven visionary whose career highlights experience in the fields of Business Development, Federal Procurement, Contract Management, Professional Services, Labor Management, Operations, Project Management, Human Resources, and Sales and Marketing. She has diverse experience excelling in many roles including CEO, Vice President of Business Development, Director of Sales and Marketing, Regional Director of Human Resources, to Senior Level Executive of a multi-million-dollar organization.

Sheila Harris-Adams is known by Government Partners, Industry Associations, large and small companies as the "voice of small business" for her tireless commitment to the small business community. She is passionate about serving women owned small businesses, minority businesses and veteran small businesses. She has served on numerous Industry Boards, met with Congressman to discuss small business legislature and initiatives, and served as the Small Business Representative for Industry with multiple Government Agencies. Ms. Harris-Adams has also served on the board of various non-profit organizations throughout the state. She is an active member of various defense industry associations such as the NDIA (National Defense Industrial Association), AUSA (Association of the United States Army), ASNE (American Society of Naval Engineers), and NCMA National Contract Management Association.

She is currently serving as the Chair of the NAWCAD Lakehurst Small Business Roundtable, is on the Executive Board for the Joint Base MDL SBR and is the Education and Professional Development Chair of WID (Women in Defense) LC.

Sheila's commitment to building Small Business, her extensive experience in the defense industry, innate ability to lead, train and inspire organizations along with her unparalleled success in the industry led her being appointed as the Regional Director for NJSBDC at NJCU School of Business. Sheila Harris-Adams has also been an active member of the Philadelphia Chamber of Commerce, the South Jersey Chamber of Commerce and the Burlington County Regional Chamber of Commerce where she has served on the Government Affairs Board, Political Action Committee, Economic Development Board, Ambassadors, Manufacturing Roundtable and the Military Council. Ms. Harris-Adams also currently serves on the Burlington County Workforce Development Board and the Burlington County Youth Investment Council. Along with a degree in Business Ms. Harris-Adams holds numerous business certification and accreditations. In February 2015, South Biz Journal Magazine recognized Sheila's leading endeavors in her field and named her as one of the "25 Women to Watch".