



Tom Baker

Director of Business Development
Harry Kahn Associates

tbaker@harrykahn.com

Tom Baker's career spans almost forty years having worked in Manufacturing, Supply Chain, Management Consulting, and Professional Services, including more than twenty-five years supporting Department of Defense (DOD), Department of Homeland Security, and Office of the Security of Defense as a federal government contractor. Having served multiple organizations in Program Management, Director, and Vice-Presidential levels of responsibility, Tom possesses the understanding, determination, and skill set essential to help lead an organization through its' practices of business development, sales, marketing, operations, and account management.

Tom always has been one to lead by example and engage at a tactical level, focusing on increasing sales by leveraging his knowledge, skills, and abilities. In particular, he enjoys meeting people of various levels of responsibility in organizations from around the world. He takes great pride being approachable to all customers and teammates, promoting a cooperative working relationship.

Tom has spent many years serving those who have served. He is very appreciative of the many sacrifices made by service members and their families and is honored to have dedicated twenty-five years working with federal government contractors who support DOD branches of military service. While serving as Vice President of Operations for a Service-Disabled Veteran-Owned Small Business, one of Tom's most personally rewarding contracts included overseeing 24x7 support of the Sergeant Merlin German Wounded Warrior Call Center for the Marine Corps.

Tom credits his foundation from playing organized sports as a youth and volunteering to coach and commission leagues as an adult. Blessed with having coaches who instilled the *team* concept, he embraced it throughout his career having been successful at each company.

Tom and his wife Beth have three children and four granddaughters. Having visited all fifty states and most U.S. Territories, they treasure their road trips sightseeing our beautiful country and plan to travel months at a time post retirement. Tom is a member of the Naval Air Warfare Center Aircraft Division Lakehurst Small Business Roundtable's Executive Steering Committee.