

Natalie Hansen

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Company Owner/Principal | Senior Executive | Executive Director | Operational Efficiency | Cost & Operational Savings | People Development
Operations Management | Entrepreneurial | Strategic Planning | Solution-Oriented | Continuous Operational and General Improvement

In a career of many distinctions and firsts, Natalie achieved consistent successes in starting, building, growing, and continually improving company performance, profitability, and value, with a record of all work completed ahead of schedule and under budget.

A meticulous, conscientious, diligent, and dedicated leader who believes high achievement can only be attained through heightened expectations set by the leader.

Career Distinctions

- First female engineer hired by the U.S. Department of Agriculture
- Member, Professional Women's Board (PWB), Legislative Committee Chair for National Assn. Of Home Builders, Government Affairs Director (TUCA Middle TN)
- First woman to serve as a District Commissioner for the Boy Scouts of America
- Co-Chair, Lend Lease Americas Women's Resource group
- Co-Chair, Lend Lease Americas Supply Chain Diversity group

Select Accomplishments

Middle TN Workforce Development Academy

- ▶ Developed educational training program that has graduated 28 students (since 2023) with 100% job placement

Tennessee Utility Contractors Association of Middle TN

- ▶ Increased membership from 48 member companies to 82 member companies since September 2020.
- ▶ Increased net assets by 850% since 2020.
- ▶ Increased annual revenue by more than 825% since 2020.

State of Tennessee

- ▶ Saved \$2.3M per year over existing costs by reorganizing the capital project's 30-member group of engineers, architects, and project managers
- ▶ Group closed out 226 projects in FY19 with \$115M+ returned to the state from unused contingencies and other line items

Lend Lease Americas & Lady Builder

- ▶ Implemented a National Procurement program that delivered 32% savings (\$4M) through 5 product lines in the first year, growing to 75 contracts worth more than \$200M per year after 3 years
- ▶ Led development and implementation of the prequalification program required of vendors which evaluated corporate structure, safety, operations, insurance and experience, as well as Diversity and Small Business Certifications to qualify for potential contracts
- ▶ Developed the annualized strategic sourcing plan that delivered 20%+ additional savings in each of 4 years
- ▶ Launched a new project on 4 privatized military sites, hiring, setting up operations (General Management, Finance, Budgeting, IT), and worked directly with team until corporate operations were fully embedded
- ▶ Created and launched the first annual National Vendor Conference which grew to over 400 attendees in three years and showcased ongoing projects and future business prospects

Career History

Middle TN Workforce Development Academy *CEO/President*

2022- Present

- Founder
- Successfully trained & found jobs for 100% of its students.
- Created strategy & solidified curriculum
- Certified as a National Center for Construction and Education Research (NCCER) Master Trainer
- Applied for and received accreditation of the Academy by NCCER
- Certified four (4) companies through the academy to deliver workforce, leadership, and safety training through NCCER resources
- Develop strategy and marketing plans
- Teach classes relative to construction safety and operations.
- Identify and apply for grant applications

Tennessee Utility Contractors Association of Middle TN *Executive Director*

2020 - Present

- Responsible for all facets of strategy, management, budgeting, membership retention, and marketing
- Perform accounting, tax & corporate filings
- Administer PAC & Scholarship funds
- Plan, organize, and implement events & training opportunities.
- Host and teach at least six construction safety related courses each year including competent person, confined space, work zone safety, pipe installation
- Lead the efforts of the Dozer Day annual event for the purposes of Workforce Development

State of Tennessee

2015 -2018

Executive Director of Capital Projects

- Administered organization of 30 development and project managers in a state construction portfolio of 600+ projects worth \$2.2B in construction and design value, serving 26 state agencies
- Supervised a staff of 47 people.
- Provided annual budget submission to the Governor's office for inclusion in the State's annual budget.

Lady Builder LLC - Nashville, TN *Managing Director (Consultant)*

2012 - 2015

- Served clients in several markets: Residential, Multifamily, Senior Living, Hospitality, and Campus sectors with contract administration, procurement, and vendor qualification.

Lend Lease Americas, Inc. - Nashville, TN & Manhattan, NY *Senior Vice President*

2005 - 2012

Supervised 22 employees in procurement, prequalification, and supply chain management.

Sourced from China, Mexico, United States, and the Philippines.

Oversight of all construction procurement, with annual buy averaging \$750M to \$1B.

Directly managed 6 personnel and 15 indirect reports.

Assisted asset management procurement at 10 U.S. sites with housing inventory of 40,000+ units.

Developed corporate policy for procurement, bidding, and contract management.

Other Experience

Rapid Restoration - Nashville, TN - Operations Manager/Construction Services Director

- Managed construction companies for insurance adjusters in Middle TN and held full P&L responsibility

Sears Roebuck & Company - Nashville, TN - District Contractor Services Manager

- Managed contractors in 30 stores within a 6-state region, with full P&L installation revenue

Centex Rodgers Construction - Memphis, TN - Sr. Project Manager

- St. Jude Childrens Research Hospital (Clinic addition)

Federal Express Corporation - Memphis, TN - Sr. Project Management Specialist

- Planned, organized, directed and controlled Engineering, Management, P&L and Construction of large complex sort facilities and material handling systems at multiples locations, ie, the Memphis Hub, Las Vegas, Anchorage, Great Falls, and Los Angeles

LeFebure, Inc. - Charleston, WV - Sales Engineer

Continental Building Corporation - Nitro, WV - President/Owner

SFCS, Inc. - Roanoke, VA - Sr. Construction Administrator

J.A. Jones (Metric Constructors) - Williamson, WV (Charlotte, NC office) - Project Engineer

U.S. Dept. of Agriculture - Charleston, WV; Richmond, VA; Harrisburg, PA - Director of Engineering

Education & Certifications

Grand Canyon University, Ken Blanchard School of Business

MBA- Management with Finance emphasis

West Virginia Institute of Technology

Bachelor of Science - Civil Engineering

Emphasis: Environmental Engineering

Columbia University Graduate School of Business

Certificate in Executive Management

West Virginia State College

Course of Study: Business Management

Graduate of TN Dept. of General Services Commissioners Leadership Academy

Graduate of Leadership Collierville

Candidate for Leadership Gallatin Class of 2026

- Certified Purchasing Professional (CPP) by the American Purchasing Society
- National Center for Construction Education & Research (NCCER) Master Trainer
- Advisory Board member, Vanderbilt University Graduate Civil Engineering Program
- Advisory Board member, Middle Tennessee State University Graduate Commercial Construction Management Program
- OSHA 10
- Competent Person
- Confined Space
- Chaired the National Association of Home Builders Legislative Women's Council
- Adjunct Professor, Middle TN State University, Engineering Dept.
- Global Committee on Procurement - Sydney Australia
- Inducted into the National Association of Professional & Executive Women Registry
- National Association of Women Business Owners, Spotlight Interview
- Guest presenter at Middle TN State University, Vanderbilt University, various High Schools relative to Women in Non-Traditional Roles and Workforce Development Initiatives