

Ruth Ann Hendrickson, CF APMP

Director, Proposal Operations and Capture Management



QUICK FACTS

- ✓ 30+ years of experience in proposal management and capture planning
- ✓ Certified Proposal Professional
- ✓ Serves as Karna's Director of Proposal Operations and Capture Management

678-861-4134 | rhendrickson@karna.com | [LinkedIn](#)

Ruth Ann Hendrickson serves as Karna's Director of Proposal Operations and Capture Management. In this role, she partners with business leaders throughout Karna to implement the company's growth strategy. She brings more than 30 years of experience in proposal management and capture planning to the organization.

Ruth Ann joined the company from Ventech Solutions, Inc., where she served as the Vice President and Director of the organization's Proposal Center. As part of Ventech's corporate growth team, she assessed proposal development and management resources to align with the company's market strategy and led training for operations and business development staff.

Before joining Ventech, Ruth Ann served as Associate Vice President and Director for Ohio State University's Proposal Development Office. She previously served in proposal management and capture planning leadership roles for Battelle Memorial Institute and Interpath Communications.

Ruth Ann began her career as an instructor at Ohio Wesleyan University, Columbus State Community College, and later Ohio State University. She has a Ph.D. in English from Ohio State and is a member of the Association of Proposal Management Professionals.

EXPERTISE

- Capture planning
- Proposal management
- Strategic planning
- Training
- Writing and editing
- Process improvement