



# Richard Andersen

**Vice President and General Manager**  
**The HON Company**

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Ric Andersen is the Vice President and General Manager of Sales and Service for the HON Company -- the largest operating company within HNI Corporation's Commercial Furniture Group. Mr. Andersen leads HON's Sales, Sales Enablement, Design Services, and Customer Experience Teams which comprise HON's Go-To-Market Group. Throughout his Career at HNI, he has served in various market facing leadership roles across the HNI Corporation.

Mr. Andersen has extensive experience architecting go-to-market models and building high performance sales and marketing organizations that deliver breakthrough business results. Ric fuels business growth by combining a deep knowledge of strategic marketing and business development with a passion for cultivating emerging talent. His relentless passion for team building and high-performance leadership has powered HON's high performing go-to-market Team.

Mr. Andersen has also lived and worked domestically and internationally for Maytag, Delta Faucet and True Temper in executive leadership positions.

He is active in his community and currently serves on the University of Iowa Tippie College of Business Management & Entrepreneurship Advisory Council, the University of Iowa's School of Marketing Board Advisory Board and on advisory boards for several industry trade organizations.

Mr. Andersen graduated from from University Iowa with a Bachelor of Political Science and a Certificate in International Business. He has an MBA from the University of Iowa's Tippie School of Business and is a graduate of the Advanced Management Program at the University of Chicago. Mr. Andersen is a veteran having served as an Intelligence Analyst and Cryptographic Warfare Specialist with the United States Army's 10th Special Forces Group.