



Richard Andersen

Vice President and General Manager
The HON Company

As a VP and General Manager, Ric directs all nationwide commercial contract business for The HON Company and its parent, HNI Corporation. As the world's largest mid-market commercial office furniture dealer, the organization manufactures and distributes quality, practical products with an inspired design, while providing channel partners with unparalleled sales and marketing support.

Ric fuels unprecedented growth for dealer partners by combining a deep knowledge of strategic marketing and business development with a passion for cultivating talent. Relentless about continuing education and improvement, he has built a team of high-performing sales executives.

He leads this team in developing and delivering profitable sales and marketing strategies to independent, wholesale, and national supplies dealers located throughout the U.S. In addition, he collaborates with C-level executives of the largest dealer partners - including Fortune 500 corporations - and oversees all channel development, sales, marketing, product strategy, and P&L for The HON Company's largest division.

Ric has completed the Advanced Management Program (AMP) at the University of Chicago, has completed an executive study program at the Thunderbird School of Global Management, has a MBA from the University of Iowa, Tippie School of Management and has a BA from the University of Iowa.