

# Ronald Fowlkes

## Director of Business Development and Co-Owner of FirstSpear

Ronald Fowlkes has over two decades of experience working with tactical gear and armor. He began his career in the United States Marine, where he was a veteran of the first Gulf War. After completing his military duty, Ronald Fowlkes served as a Police Officer for the St. Louis Metropolitan and County Police Departments. During his career in law enforcement, he was appointed as a Team Lead for the St. Louis Metropolitan Police SWAT Team. Ronald then became the Business Development Manager of Law Enforcement and Commercial Products for Eagle Industries. Most recently, Ronald has become the co-owner and Director of Business Development for FirstSpear, Ronald brings extensive experience and training to this new business venture.

## EXPERIENCE

### FirstSpear LLC

February 2018 - Present

#### Director of Business Development and Co-Owner

Ronald Fowlkes provides high-quality tactical armor and gear to law enforcement and government agencies as well as other entities. FirstSpear offers American-made products. Ronald has always been a fan of FirstSpear and once was customer himself. He considers FirstSpear's high-quality merchandise to be the "Ferrari" of tactical products. Ronald shares his enthusiasm for the products that he stands behind by representing FirstSpear at trade shows and marketing events.

### Eagle Industries Unlimited, Inc. (ATK)

July 2008 - January 2018

#### Business Development Manager of Law Enforcement and Commercial Products

For almost 10 years, Ronald Fowlkes was the Business Development Manager of Law Enforcement and Commercial Products for Eagle Industries Unlimited. He was responsible for national accounts with various government and commercial entities. Ronald trained over 150 sales professionals and assisted clients with their product selections.

### St. Louis Metropolitan Police Department

1998 - 2008

#### Police Officer

Ronald Fowlkes worked for the St. Louis Metropolitan Police Department for ten years. Seven of those years, he worked on the St. Louis Metropolitan HRT Team and became a team leader in 2003. He was a certified instructor in defensive tactics, tactical rifle, shoot house, and SWAT/URBAN warfare tactics. In addition to these duties, Ronald was part of a team that was responsible for investigating gang activity, illegal gun possession and illegal narcotics trafficking in some of the most violent neighborhoods of St. Louis.

### St. Louis County Police Department

1994 - 1997

#### Police Officer

Ronald Fowlkes joined the St. Louis County Police Department after completing his duty as in the US Marine Corps.

### United States Marine Corps

1989 - 1993

#### Marine

Ronald Fowlkes served in the US Marines. His was a part of the mounted and dismounted infantry operations in a combat zone. He also instructed U.S. Military personnel in tactical operations, evidence collection, CQB and hostage rescue, post-blast analysis, and tactical questioning of captured and detained individuals. Ronald is a veteran of the First Gulf War. His training while in the Marines includes Combat Training, Basic Engineer Course, ANGLICO (Air Naval Gunfire Liaison Company) Basic Course and U.S. Army Parachute School. Later, Ronald completed advance Navy-Marine Corps Parachute Insignia and NSWF Combat Diver School.

## SKILLS

Business Development, Business Marketing and Sales, Business Management, Tactical Armor and Gear, Weapons Training,