**CONTACT INFORMATION**

Management Department

Kelley School of Business

Indiana University-Purdue University at Indianapolis

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**EDUCATION**

GRADUATE

Butler University MBA 2018

Andre B. Lacy School of Business

Concentration: Entrepreneurship and Innovation

UNDERGRADUATE

Indiana University (IUPUI) Bachelor of Science 1989

School of Business

Primary Concentration: Business Economics and Public Policy

Secondary Concentration: Political Science

**APPOINTMENTS**

ACADEMIC

Chancellor’s Faculty Appointment and Advancement Chancellor, IUPUI 2012

IUPUI Prestigious External Award Recognition for

Baldrige Performance Excellence Program,

National Institute of Standards and Technology,

US Department of Commerce

Indiana University, Kelley School of Business (IUPUI) Visiting Lecturer 01/2015 –

Present

NON-ACADEMIC

Malcolm Baldrige National Quality Award, Board of Examiners 2009, 2010,

United States Department of Commerce 2011, 2012,

2013

Friends of T.C. Steele State Historic Site, Inc. Board of Directors 2013 –

Present

Herron High School (Indianapolis Charter High School) Board of Directors 2016 –

Present

**LICENSURE, CERTIFICATION, SPECIALTY BOARD STATUS**

Certified Management Consultant#8987686 06/17/2011 –

Present

**PROFESSIONAL ORGANIZATIONS**

Institute of Management Consultants, USA Member 06/17/2011 -

Present

American Society for QualitySenior Member 03/09/2016 - Present

The Economic Club of Indiana Gold Member Fall 2010 –

Present

**PROFESSIONAL HONORS AND AWARDS**

TEACHING

Schuyler F. Otteson Award for Undergraduate Teaching Excellence Kelley School of Business 1999, 2006,

2013, 2015, 2017

SERVICE

Adjunct Faculty Five Year Award Kelley School of Business 05/2002

Adjunct Faculty Ten Year Award Kelley School of Business 05/2007

Adjunct Faculty Fifteen Year Award Kelley School of Business 05/2012

Gateway Teaching Academy at IUPUI, Bronze Level University College 10/2015

Gateway Teaching Academy at IUPUI, Silver Level University College 03/2016

Gateway Teaching Academy at IUPUI, Gold Level University College 01/2017

**TEACHING**

UNDERGRADUATE

Department of Management, Kelley School of Business

Adjunct Lecturer Fall 1998 – Fall 2014, appointed to Visiting Lecturer Spring 2015 - Present

Bus-X100, Introduction to Business Lecture Lecturer

Fall 1998 – Present, 60 enrollment

BUS-X105, Introduction to Business “Honors” Lecture Lecturer

Fall 2009 – Present, 40 enrollment

BUS-W212, Explore Entrepreneurship Lecture Lecturer

Spring 2010 – Present, 36 enrollment

BUS-W311, New Venture Creation Lecture Lecturer

Spring 2010 – Present, 30 enrollment

BUS-J401, Administrative Policy, Lecture Lecturer

Spring 2015 – Present, 64 enrollment

BUS- J402, Administrative Policy “Honors” Lecture Lecturer

Spring Fall 2017 – Present, 35 enrollment

BUS-D255, Topics in International Business (UK) Study Abroad Program Manager

Spring 2017 - 26 Students, 2 Administrative Staff

**SERVICE**

UNIVERSITY SERVICE:

DEPARTMENT (Kelley/Management)

Kelley School of Business Keynote Speaker 05/2011

Undergraduate Commencement 2011 (Indianapolis)

Entrepreneurship Club (IUPUI) Faculty Advisor 2008, 2009,

2010, 2012,

2013, 2014

2015, 2016, 2017, 2018

Capital Investment Club (IUPUI) Faculty Advisor 2011, 2012, 2013, 2014,

2015, 2016, 2017, 2018

Kelley School of Business MS, Accounting (new cohort) Keynote Speaker 01/2013

Indianapolis MSA Program

Kelley School of Business MS, Accounting (new cohort) Keynote Speaker 01/2014

Indianapolis MSA Program

UNIVERSITY SERVICE:

CAMPUS (IUPUI & IU Bloomington)

Gateway Teaching Academy Advisory Board Board Member 05/2014 –

Present

Student pitch competition (IUPUI) Judge 05/2014

"Ideas Solving Social and Economic Challenges"

(ISSEC) sponsored by Office of the Vice Chancellor for Research

IU Entrepreneurial Connection Day 2014 Panelist 04/ 2014

Kelley School of Business - Bloomington, Indiana

Panel 1

“Finding Capital

Panel 2

“Evaluating Entrepreneurial

Opportunities”

Fall Gateway Faculty Retreat IUPUI Facilitator 09/2016

Intercultural Community of Practice (CoP)

International student panel “Strides and Struggles:

Perspectives on Classroom Experiences”

Annual CFO Roundtable (Invitation Only) Moderator 2014 - 2017

Kelley School of Business, Godfrey Graduate and 2016, 2017

Executive Education Center, Bloomington, Indiana

Gateway to Graduation Faculty Communities of Practice Member 01/ 2014 -

(CoP) “Technology” (IUPUI) Present

Gateway to Graduation Faculty Communities of Practice Member 11/2015 -

(CoP) “Intercultural Learning” (IUPUI) Present

Armed Forces Appreciation Luncheon for Student Veterans, Keynote Speaker 11/2010

IUPUI, Veterans Day

New York Financial Community Student Learning Experience Founder/Leader 2002 - Present

(Honors student immersion experience conducted during Annual Trip

Fall semester of each academic year)

Diversity Scholars Research Program – IUPUI Center for Student Advisor Spring 2017

Research and Learning & Kelley School of Business & Mentor

Honors Seminar in Business (Independent Study, BUS-X293)

IUPUI Top 100 Outstanding Students Judge 2017, 2018

**OTHER PROFESSIONAL ACTIVITIES**

INVITED PRESENTATION-REFFERED

INTERNATIONAL

20th Annual International Deming Research Seminar Fordham University 03/2014

“Applying Deming’s Work to Our New Frontier” Graduate School of

Presentation/paper published in Conference Proceedings Business

**PROFESSIONAL EXPERIENCE**

THE STEELE GROUP, LLC -Indianapolis, IN 2008 - Present

Managing Principal and equity owner of privately held management consultancy utilizing deep executive experience in providing advisory services to Fortune 100 and 500 companies and selected smaller companies.

J.D. POWER AND ASSOCIATES - Westlake Village, CA 2011 - 2013

Senior Director, Smart Energy Practice, with executive responsibly for leadership, vision, strategic development and direction for a new growth driven practice funded by McGraw-Hill.

UTILIPOINT® INTERNATIONAL INC. - Albuquerque, NM & Prague, Czech Republic 2009 - 2011

President and Board Member responsible to board of directors for intensive growth plan and improving operational effectiveness and developing new approaches to market; leveraging the heritage of a 75 year internationally recognized brand. Capital raising and investor relations were central to this role.

VERTEX OUTSOURCING, LLC - NA affiliate of Vertex Data Science, LTD, UK 2007 - 2008

Executive Vice President & General Manager, North America, responsible for developing and implementing broad strategies, leading growth initiatives and objectives, achieving financial goals, extensive involvement with clients and strategic business partners. Managed 1200 employees and 45 professional staff members throughout North America.

IEI FINANCIAL SERVICES, LLC - Indianapolis, IN 2004 - 2007

Board Member, Vice Chairman and CEO, responsible for engaging entrepreneurial approaches in leading and executing national growth plan, achieving operational excellence and creating strategic alliances. Reported to board of advisors, developed and executed strategic plan, managed and reported on P & L, developed and positioned brand, lead strategic positioning of company for successful liquidity event.

INTELLIRISK MANAGEMENT CORPORATION - Columbus, OH 2002 - 2004

Vice President, Business Development, responsible for creating and executing vision, strategies and market plan to develop a utilities vertical practice for customer relationship management outsourcing services in the US market space.

CITIZENS GAS & COKE UTILITY - Indianapolis, IN 1980 - 2002

Vice President, Customer Relationships, responsible for public utility customer facing division and specific charter of creating vision, developing strategies and achieving financial, operational and customer satisfaction goals and brand equity for the organization with functional responsibility for customer facing, including residential, commercial, industrial sales/marketing and economic development.

**EXECUTIVE EDUCATON AND PROFESSIONAL DEVELOPMENT RESIDENCY CURRICULA**

1992 - Leadership Development Program (LDP), Center for Creative Leadership – LaJolla, CA

1996 - Financial Management for Executives – Columbia University, New York, NY

1998 - Leading Learning Organizations, (The Fifth Discipline) w/ Dr. Peter Senge, Babson College, MA

2003 - New York Stock Exchange Education Experience for Teachers – NYSE, New York, NY

2005 - New York Stock Exchange Graduate Program for Teachers – NYSE, New York, NY

2007 - New York Mercantile Exchange Program for Educators – NYMEX, New York, NY

2008 - Solution Selling – Sales Performance International – Charlotte, NC

2009, 2010, 2011, 2012, 2013 - Baldrige Performance Excellence Program, Board of Examiners Examiner Training, National Institute of Standards and Technology (NIST), U.S. Department of Commerce, Washington, DC

2010, 2015 & 2017 - Federal Reserve Program for Educators, “Federal Reserve in the 21st Century: A Symposium for College Professors” – Federal Reserve Bank of New York, New York, NY

2011 - SPIN Consultative Sales Training – Huthwaite International/JD Power – Westlake Village, CA

2012 - Six Sigma Black Belt w/ Lean Tools – Underwriters Laboratories (UL University) – Northbrook, IL

2013 - The Shingo Prize - Utah State University – (UL University) – Northbrook, IL

2014 - Bloomberg Essentials Certified - Commodity Essentials, Equity Essentials, Fixed Income

Essentials, FX Essentials – Bloomberg L.P. Chicago, IL & New York, NY – 2014

2014 - New York Stock Exchange Teacher’s Workshop – NYSE, New York, NY

2017 - Conversation with the Chair: A Teacher Town Hall Meeting w/ Federal Reserve Board Chair Janet Yellen - The Federal Reserve, Washington, D.C.

2017 - Harvard Business School Case Method Teaching Seminar – Harvard University, Cambridge, MA

**MILITARY SERVICE**

U.S. Army, 3rd Infantry Division - Germany 03/1975 – 03/1977

U.S. Army Reserve, Defense Intelligence Agency - Washington, D.C. 11/1979 – 12/2001

\*Top Secret Security Clearance, access to Sensitive Compartmented Information (SCI) for 22 consecutive years

**REFERENCES**

Jeffrey H. Smulyan

Chairman of the Board, President & CEO

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Dr. William N. Kulsrud (Retired)

Program Founder, Chairperson, Masters of Professional Accountancy

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Additional international, national and local references available upon request

Date Signature

January 1, 2018 

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