

**SUMMARY**

- **Results-driven executive**
  - Achieve Communications: Created process and increased sales from 0 schools to over 10,000
- **Proven track record of exceeding goals and expectations**
  - Funovation: Created company from idea to 225 locations in 27 countries and 49 staff
- **Skilled and talented communicator**
  - Vision, Inc.: Successfully conducted numerous corporate training sessions to executives
- **Creative and proactive problem solver, including conflict resolution**
  - Real Measure: Completed difficult negotiation with Lenovo for sale of trademark
- **Extensive knowledge and experience in creating a company from the ground-up**
  - Founder/Co-founder of four companies
- **Talented and awarded educator with a background of creating and implementing curriculum**
  - University of Colorado: Created new MBA course to enable students to start their own business
- **Gifted coach, mentor and leader as determined by results**
  - Achieve Communications: Inspired sales team of 357 representatives to exceed sales quotas

**EXPERIENCE HIGHLIGHTS, INDUSTRY**

<b>Co-Founder, Chairman, Vice President Sales &amp; Marketing</b> <i>Funovation</i> <ul style="list-style-type: none"><li>• Manufacturer and marketer of amusement attractions</li></ul>	4/07-present	Boulder, CO
<b>Co-Founder, Vice President Sales &amp; Marketing</b> <i>Real Measure</i> <ul style="list-style-type: none"><li>• Manufacturer and marketer of computer-based instrumentation systems</li></ul>	10/02-4/07	Boulder, CO
<b>Consultant</b> <i>EM Consulting</i> <ul style="list-style-type: none"><li>• Sales, Marketing and Business Operations consulting firm</li></ul>	11/01-10/02	Boulder, CO
<b>Vice President Sales</b> <i>Achieve Communications, Inc.</i> <ul style="list-style-type: none"><li>• Interactive educational web service for teachers and school districts</li></ul>	5/99-11/00	Boulder, CO
<b>Chief Executive Officer / Founder</b> <i>Vision, Inc.</i> <ul style="list-style-type: none"><li>• Corporate training and consulting company</li></ul>	10/94-5/99	Lafayette, CO
<b>Vice President</b> <i>DOT First Aid &amp; Safety</i> <ul style="list-style-type: none"><li>• Sold and serviced OSHA required first aid and safety kits</li></ul>	12/92-7/94	Plymouth, MI

**EXPERIENCE HIGHLIGHTS, ACADEMIC**

<b>Senior Instructor / Adjunct Professor</b> <b>Faculty Director, Entrepreneurship Initiatives</b> <b>Deming Center for Entrepreneurship</b> <i>University of Colorado</i> <ul style="list-style-type: none"><li>• <i>Frascona Teaching Excellence Award Recipient</i></li><li>• <i>Instructor of Entrepreneurship, Marketing and Leadership MBA and undergraduate courses</i></li><li>• <i>Awarded highest-rated MBA course by students</i></li><li>• <i>Helped with creation of Cross Campus Entrepreneurship Program</i></li><li>• <i>Grew CCE program from 17 students to 400+ in a few years and integrated with new Minor</i></li><li>• <i>Recruit, hire, train and support team of practitioner teachers</i></li><li>• <i>Create and develop curriculum for entrepreneurship courses in business school and across campus</i></li><li>• <i>Responsible for entire operations of the Deming Center during a time of transition</i></li><li>• <i>Developed global entrepreneurship programs including to South Africa, Croatia &amp; Chile</i></li><li>• <i>Developed Global Internship program to countries across the world</i></li><li>• <i>Active contributor to campus programs, including the CU New Venture Challenge</i></li></ul>	8/04-Present	Boulder, CO
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**Entrepreneur in Residence** 10/06 -12/06 Melbourne, AUS  
*RMIT University*

- *Coached and mentored students, faculty, staff & community members on creating new business ventures and growing current ones*
- *Conducted entrepreneurship workshops on all key topics*
- *Performed speaking engagements on entrepreneurship throughout campus*
- *Reviewed and enhanced Business Plan Preparation Program*

## **EDUCATION**

**University of Colorado** 8/97-5/99 Boulder, CO  
Master of Business Administration with emphasis in Organizational Development, Entrepreneurship and Finance.

**Eastern Michigan University** 8/88-12/92 Ypsilanti, MI  
Bachelors of Business Administration in Marketing.

**University of Michigan** 8/89-12/92 Ann Arbor, MI  
Enrolled in challenging classes in addition to full-time enrollment at EMU

## **ADDITIONAL INFORMATION**

- Avid traveler and adventurer; explored 50 countries throughout Africa, Asia, Europe and Australia
- Tour de Happiness documentary tour
- Awarded as a Colorado Company to Watch and Outstanding Boulder Business
- Summited 25+ 14ers with partners-in-crime Maxine & Pula, two Labs