

PROFESSIONAL EXPERIENCE:

7/2011-Present: University of South Carolina Moore School of Business, Professor

- Teach Entrepreneurship and Strategic Management
Received award for the Outstanding Elective Professor for Professional Master of Business of Business Administration, class of 2009/2011

2/99-7/2011: USC Columbia Technology Incubator, Columbia, SC

- Executive Director
- Established and managed university business incubator
- Expanded incubator (3,000 square feet, 1 company to 43,000 square feet 66 companies)
- Thirty-one graduate companies, 753 jobs created, \$51 Million in equity raised for companies
Adjunct Professor of Entrepreneurship, University of South Carolina's Moore School of Business. * Began teaching at the Moore School in 2004

5/97-1/99: J.C. Stevenson and Associates, Atlanta, GA

- Consultant
- Sales and marketing training
- Strategic planning
- Assisted clients in raising capital
- Mentor to Georgia Tech incubator companies

9/95-5/97: JTM Industries/Subsidiary Laidlaw, Kennesaw, GA

- Director Corporate Accounts
- Established corporate accounts program
- Generated sales of \$12 million per year
- Established sales training program
- Negotiated contracts with suppliers
(Savings to JTM-- \$1 million per year)

12/92-9/95: Laidlaw Environmental Services, Inc., Columbia, SC

- Corporate Accounts Manager
- Developed sales strategy
- Generated sales of \$35 million per year
- Developed contract for corporate clients
- Wrote standard operating procedure for corporate accounts managers

11/91-11/92: Osco/Bryson Industrial Services, Inc., Nashville, TN

(Remedial Services Contractor, Transporter of Hazardous Waste, Fuel Blender, Wastewater Treatment Plant, Engineering Services)

- Director Corporate Accounts
- Developed corporate accounts program

- Established budgets
- Developed compensation plans
- Designed contracts
- Generated sales of \$ 7.5 million per year
- Assisted in sale of company

1/80-1/91: **Bryson Industrial Services, Inc., Columbia, SC**
(Remedial Services Contractor, Transporter of Hazardous Waste, Fuel Blender)

- President/Co-Founder
- Sales volume \$15 million per year
- Negotiated lines of credit
- Established sales and marketing program
- Introduced Bryson to technology
- Negotiated merger with Osco

1/75-1/80: **Bryson Environmental Services, Inc., Birmingham, AL**
(Remedial Services Contractor, Transporter of Hazardous Waste)

- President/Co-Founder
- Sales volume \$5.5 million per year
- Negotiated lines of credit
- Established sales and marketing program
- Wrote standard operating procedure

3/74-1/75: **Armstrong Corporation, Philadelphia, PA**
(Remedial Services Contractor)

- Vice President- Sales
- Managed 5 sales representatives
- Generated sales of \$ 5 million per year

5/73-3/74: **Continental Can Corporation, Atlanta, GA**

- Sales Representative

5/70-5/73: **National Bank of Georgia, Atlanta, GA**

- Assistant Branch Manager

EDUCATION:

B.S. Industrial Management, Georgia Institute of Technology, Atlanta, Georgia

AFFILIATIONS AND ACCREDITATIONS:

- Captain, Georgia Tech Football Team
- Member, Cleveland Browns Football Team
- Vice Chairman, Chemical Waste Transportation Council
- Finalist - Small Business Person of the Year, Columbia, SC, 1986
- Chosen “Most Outstanding Professor for Elective Courses - USC’s Moore School of Business PMBA Program, 2008, 2010
- National Business Incubation Association Board of Directors...served as Treasurer
- USC/Columbia Technology Incubator used as model for incubator start-ups in the State of South Carolina, per South Carolina Department of Commerce