

## **John Hunter**

Professor of Practice – Management and Leadership

*Le Moyne College – Madden College of Business and Economics*

*1419 Salt Springs Road, Syracuse, NY 13214-1399*

*Phone: 315.445.4789*

*Email: hunterjg@lemoyne.edu*

### EDUCATION

MBA, International Management - Thunderbird School of Global Management, Glendale, Arizona

B.A., English - Loyola University, Chicago, Illinois

### ACADEMIC/TEACHING EXPERIENCE

MADDEN COLLEGE OF BUSINESS AND ECONOMICS at LE MOYNE COLLEGE

Professor of Practice – Teach 5 / 5 load in areas of Finance, Globalization and International Management.

Director, Dolphin Green and Gold Fund – Oversee / work with all student teams in company / investment research and in development of team presentations to Board of Managers. Serve as main point of contact for students and the Board of Managers. Oversee investment portfolio and establish company review schedules. Supervise team inputs and schedules to ensure timely and professional presentations to the Board of Managers.

Director of Financial Technology – Develop, lead and operate full scale financial trading center and associated technologies. Develop and assist in implementation of investment curriculum for school. Lead and support associated student development activities to cultivate use of center for non-business students.

Co-Director Hetterich Center – Work with students and faculty to provide opportunities to study and interact with global cultures through Madden Formation Aboard programs and exchange programs within the global Jesuit community.

Director of Madden Mentor Program – Work with 50 to 100 students on an annual basis to locate and match them with a mentor from the local business community. Provide direction and education to the mentors on developing relationship / working with their student.

Past Director of MBA Program – Worked with prospective students on admissions and reviewed all final applications for acceptance decision. Provided ongoing counsel and mentoring to MBA students in relation to academic success, course selection and career guidance. Delivered MBA information and marketing sessions to schools and businesses as well as to prospective students. Worked with faculty on course development.

Past Moderator – Student Investment Club - Provide organizational assistance and investment education to members. Organize and handle all logistics for annual trip to New York City to attend the Global Asset Management Education Forum at Quinnipiac University.

## INTERNATIONAL PROFESSIONAL EXPERIENCE

### **Independent Consultant, Dubai, United Arab Emirates 1998 to 2002**

Management Consultant – Served as a consultant to major international organizations in financial services, manufacturing, oil, logistics, distribution, tourism/hotel, banking, and medical sectors. Provided sales, startup, profitability improvement, organizational/quality management, employee development, and customer interface expertise. Clients include: FedEx, Merrill Lynch, Dubai Airport, MMI, Xerox, Nat'l Bank of Dubai, CalTex.

Successfully reduced distribution time from 26 days to 5 days for a \$5 million logistics account, thereby saving account for client.

Implemented a multifaceted customer interface program that improved customer satisfaction by 27% within one year.

Formulated and executed a comprehensive business plan that boosted corporate profitability by \$1 million within a 24-month time period.

Led 4 client companies to receipt of government-sponsored Dubai Quality Award (Baldrige criteria) through organizational development programs and new system design/implementation.

### **GOVERNMENT OF DUBAI, Dept. of Economic Development, Dubai, UAE 1994 to 1998**

Advisor – Reporting to the Director General, honored as only American to have worked for the Government of Dubai. Responsible for designing and implementing senior management training/organizational development programs within government departments and government-owned companies. Additionally, supported GDP growth objectives through development and implementation of programs designed to improve private sector business development practices, which involved working with 100+ privately owned companies in best practice deployment.

Deployed business development and change management programs within private sector companies that resulted in profitability improvements of 10%-41%, depending on company, during a 24-month time span.

Developed and executed a business management system that overhauled operation of all government departments. As a result, achieved efficiency and customer satisfaction improvements of 27%-56%, depending on department, over a 24-month period.

Created and implemented management, business and systems training programs that culminated in presenting a national Quality Award for best business practices. Subsequently, delivered business training to more than 400 companies over 4 years and attained average annual award participation of 150 companies.

**CARRIER INTERNATIONAL CORPORATION, Syracuse, New York (Dubai, UAE) 1989 to 1994**

General Manager – Served as senior manager for United Arab Emirates, reporting to Board of Directors, with full P&L responsibility for a \$60 million, 350-employee operation. Oversaw direct reports in finished goods, spare parts, service, finance/accounting, HR, quality and logistics. Chaired Quality Council and managed 30+ annual company-wide projects designed to improve sales, profits, efficiency, customer and employee satisfaction.

Developed and implemented programs that achieved the following improvements over a 3-year period profitability - 126%; sales - 100%; ROS - 75%; Wk. Cap. T/O - 71%; customer satisfaction - 56%; and employee satisfaction - 51%.

Established Carrier dealer network that added \$7 million to annual sales during third year of development.

Directed all marketing/advertising campaigns with an annual budget of \$2.5 million and achieved a brand recognition improvement of 47% over 3 years.

Selected as one of 10 Worldwide Lead Examiners for the Willis Carrier Award and served on European/Middle East Management Council to design and implement business development and quality improvement programs.

Awarded 3 President's Awards for the highest level of operational performance throughout Europe, Africa and Middle East.

**CARRIER INTERNATIONAL CORPORATION, Syracuse, New York & Dubai, UAE 1977 to 1984**

Sales Training Coordinator (Syracuse) & Branch Manager (Dubai, UAE) - In 1978 led start-up and development of first Carrier owned operating company in the UAE. Achieved \$10 million in sales and 30% product market share within 3 years of start-up.

**PROFESSIONAL EXPERIENCE** (Series 7, 66 & 63 licensed)

**NORTHWESTERN MUTUAL WEALTH MANGEMENT CO.**, Syracuse, New York 2012 to 2013

Wealth Management Advisor – Recruited to join long standing Advisor and assisted in the overall growth and management of his business. Advised both individual clients and company retirement plans.

**MORGAN STANLEY SMITH BARNEY**, Syracuse, New York 2008 to 2012

Financial Advisor – Advised corporate, family and individual clients on all aspects of financial planning and corporate / individual retirement plans. Managed \$150 million in team assets. Recognized as member of Pace Setters Club in 2011.

UBS FINANCIAL SERVICES, The Hickson Group, Syracuse, New York 2005 to 2008

Financial Advisor – Provided wealth management leadership to both individuals and small businesses in all areas of financial planning. Also served as COO for Group and developed / directed all sales, business development and client support programs and functions.

SHEARSON LEHMAN BROTHERS, Syracuse, New York 1984 to 1989

Financial Advisor - Advised clients on financial planning. Developed book of \$40 million under management.

### OTHER EXPERIENCE

**YORK INTERNATIONAL, Unitary Products Group, Tampa, Florida 2003 to 2004**

Sales Manager – Primary duties focused on overseeing sales throughout Florida and directing 10 Territory Managers serving a customer base of 150 York &; dealers and more than 600 total dealers/contractors.

After 3 years of previous management's failed attempts, personally led the first ever realization of the annual corporate sales plan by the Florida branch in 2003.

From a history of lower performance, achieved best performing U.S. branch, out of 47 branches nationwide, versus established corporate sales plan for first and second quarter of 2004.

Developed and instituted a consultative sales approach and all associated training for territory managers, which resulted in a 12% increase in the number of "Liberties" dealers and a 24% sales growth.

### Professional affiliations

Chairman, Cazenovia (NY) Chamber of Commerce

President, American Business Council (Chapter U.S. Chamber of Commerce), Dubai, UAE

Board of Directors, American Business Council, Dubai, UAE

Vice Chairman, Dubai Quality Group, Dubai, UAE

Member - College Investment Committee, managing the college's endowment

### Current Community Service

Chairman, St. James Church Finance Committee, Cazenovia, NY

Board Member, Owahgena Holding Company (non profit)

Treasurer, School of Hope (Haiti)

President, Madison County Children's Camp (underprivileged children)