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EXECUTIVE SUMMARY.

A senior financial and supply chain executive with 35 plus years of experience in providing strategic direction and solutions-based leadership to private and public sector companies. Experienced in operating and growing businesses, management of divisions, creating efficiencies in services and supply chain companies. Prime responsibilities include private/ public sector business development, growth and client maintenance. Seasoned professional with experience in finance, supply chain, investment banking and management consulting. He is a business professional and an entrepreneur who has had a successful career on Wall Street in fixed income capital markets. Additionally, established senior relationships at The White House, U. S. Federal Government, and its Agencies, which allows for expert knowledge of governmental and intergovernmental agencies, their missions and objectives. Work with senior partners at leading thought leadership firms, including but not limited to PriceWaterhouseCoopers, Ernst & Young, Deliotte Touche, KPMG. Skilled at communicating with all levels of management oversight to ensure compliance to SOW/ contract scope, schedules and deliverables. Senior partner responsible for new corporate institutional business development, contract / project management, budget and personnel management. Led strategic plan for gaining efficiencies and costs savings within the service sector of financial services companies and clients.

CORE COMPETENCIES

- Operational Management
- Strategic PlanningProject Management
- Process/Performance Improvements
- Supplier Relationship Management
- Portfolio Management
- Supply Chain Design and Improvements
- Significant Cost Reduction
- Talent Training & Development
- New Product Launches
- Industry Client Outreach

ACADEMIC EXPERIENCE

• Financial Management

Rutgers Business School, Rutgers, the State University of New Jersey September 2016 – Present

- Assistant Professor, Department of Supply Chain Management (September 2019 Present)
- Interim Director of RBS Co-Op and Internship Program (September 2021 December 2021)
 - $\circ \quad \text{Oversee student application approval process}$
 - o Provide monthly direction, oversight and grading of student activity and progress reports
 - Provide semester-based support for students and monthly reporting (Present)
- Faculty Advisor, Rutgers Procurement Center of Excellence (May 2021 Present)
 - Engage with State of NJ & Largest leading NJ Companies to increase diverse spend of \$250 million through 2025 and beyond
- Faculty Advisor, Road to Consulting, Diversity Committee, Student Organization (May 2021 Present)
- Honors Thesis Advisor (June / August 2020 May 2021)
 - Chelsie Edwards: *Breaking the Chain: An analysis on the Lack of Racial, Gender and Age Diversity in the Supply Chain Industry. Honors College, Supply Chain Management Major (June 2020)*
 - Sruti Bezawada: *Business, Political, and Military strategy in ancient Indo-Greek culture, with an emphasis on the innovations of Alexander the Great and the Indian emperor Chandra Gupta Maurya.*
 - SAS Interdisciplinary, Honors Thesis, Marketing Major (August 2020)
- Program Coordinator, Rutgers Stackable Business Innovation (rSBI) Program (November 2020 Present)

- Faculty Advisor, Black Business Association, Student Organization (September 2020 Present)
 - Liaison on special project related to increasing Black and Latinx campus experience, black and Latinx enrollments, faculty diversity and curriculum considerations.
- Assistant to the Director of RBS Internship & Co-Op Program (January 2018 Present)
 - Provide monthly direction, oversight and grading of student activity and progress reports.
- Student Support. Counsel students and write Letters of Recommendations on behalf of students applying to graduate programs. September 2020-March 2021 approximately 20 letters written.
- Part-Time Lecturer, Department of Supply Chain Management (January 2016 July 2019)

PROFESSIONAL EXPERIENCE

Whitestone Global Partners, LLC

Executive Vice President

- Executive team member in venture to launch a premier \$1 Billion Alternative Asset Management firm that is innovative and provides value added services, generates superior risk adjusted returns and Alpha to our clients.
- Lead institutional client outreach efforts and provide help in creating innovative and unique investment solutions for our clients.
- Add value in all market environments in structured products. ٠
- Work to increase the number of minorities and women in the Alternative Investment Industry.
- Impact investing and capital raise opportunities.

Trinnovim, LLC / NASA – Goddard Institute for Space Studies

Senior Project Management / Deputy Project Manager

- Senior Liaison to NASA senior management on \$16 million contract project in support of Goddard Institute for Space Studies research on climate modeling, climate change and impact, earth observations, planetary atmospheres, etc.
- Contract performance oversight responsibility: ensure compliance with contract Statement of Work. ٠
- Financial Management: work with senior staff on monthly budget, personnel hiring and annual compensation. Work to maintain costs in line with contract annual funding allocations.
- Risk Management: work with internal staff to ensure compliance with risk management practices and projects ٠ follow FAR and contract guidelines.
- Quality Assurance: responsible for project and personnel quality assurance and performance management. Communicate with HQ on any issues that arise and make recommendations for corrective action.
- Building Emergency Management Task Group: participates in monthly and annual meetings on building safety and emergency evacuations plans and procedures.

Bonwick Capital Partners, LLC Managing Director

- Lead financial advisory practice for financial services company specializing in Single Family and Multi Family mortgages, capital markets, fixed income securities, structured finance, investment banking and the equities markets.
- Prime responsibilities include private/ public sector advisory business development, project management & ٠ maintenance.

New York, NY

(March 2013 – January 2016)

New York, NY

(March 2013 – August 2019)

New York, NY (January 2016 – November 2017)

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- Lead partner for a variety of very large engagements including. The U.S. Department of Treasury multimilliondollar domestic and foreign securities liquidation contract. Work with key stakeholders for project buy-in and support.
- Responsibilities include identifying business opportunities across the firm's services, competitively bidding through RFP processes, creating and managing budgets and personnel, attending scheduled meetings with clients, meet and exceed client expectations by submitting deliverables on time and on budget.
- Identify and created efficiencies in the investment banking and advisory solutions processes.

Whitestone Capital Group Inc.

Chief Operating Officer

- Provided leadership and direction, management and business development of multimillion-dollar investment banking and financial services company.
- Responsible for direct department reports and led teams of professionals in providing detailed analysis of the ۲ global capital markets, mortgage capital markets, asset disposition strategies, deal sourcing and management, design and implementation of creative and successful solutions for real estate and mortgage transactions.
- Key responsibilities for business development and expansion of services for diverse revenue streams. ٠
- Developed and maintained client and senior executive relationships.
- Engagement Partner on government transactions including Fannie Mae \$50 Billion Whole Loan Reverse Mortgage Valuation, Ginnie Mae \$600 Billion Securitization Program, FHA \$948 Million Mortgage/ Real Estate Asset Disposition Program, SBA \$7 Billion Asset Sales Program, and U.S. Department of Veterans Affairs Investment Funding Program.
- Government project management and supply chain services: Prime and Subcontractor relationships, Federal ٠ Acquisition Regulations, finance and budgeting, Firm financial capabilities to manage contracts from a human capital and budget standpoint.

Descap Securities, Inc., Mortgage and Asset Backed Securities New York, NY Consultant (1993)

Business development and client services to institutional clients.

Refco Inc., Financial Futures and Options Vice President

Traded U.S. Treasury securities, financial futures and options for managed accounts.

- Assisted in the settlement of transaction, including reconciliation of transactions.
- Advised and sold securities to Asian clients on a variety of strategies to limit interest rate and currency exposure

Rinfret Securities, Inc.

Vice President

- Assisted the President and Chief Investment Officer in all trading, sales and capital markets services for high net worth individuals and institutional clients.
- Assembled and managed fixed income arbitrage group consisting of five trading professionals. ٠
- Actively involved in the marketing, development and maintenance of institutional investor client relationships. ٠

BCA Securities, LLP

Vice President

- Facilitated US Treasuries in intermediate and long maturities transactions.
- Managed the Government Securities Clearance Department consisting of ten professionals (settlements). (1986-1987)
- Lead professional in the development and implementation of national communications network for brokerage unit.

New York, NY

(1993 - 2012)

New York, NY

(1990 - 1992)

New York, NY

(1992 - 1993)

(1983 - 1989)

New York, NY

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EDUCATION Rutgers Business School, RUTGERS, the STATE UNIVERSITY OF NEW JERSEY

Master in Business Administration (MBA) May 24, 2019 Concentration: Management and Global Business

Rutgers University, RUTGERS, the STATE UNIVERSITY OF NEW JERSEY

B.A., Political Science, Cum Laude, May 14, 2007 Honors: Pi Sigma Alpha, the National Political Science Honors Society; Alpha Sigma Lambda, Beta Zeta Chapter, National Honors Society, Political Science Departmental Honors, Deans List

AWARDS

First-year Interest Group Seminars (FIGS) Faculty Mentor Award – December 12, 2019

PRESENTATIONS, LECTURES, ADDRESSES, PROFESSIONAL SPEECHES

Procurement Center of Excellence CEO Council Chief Procurement Officer Board Meetings. Participation in the 4 quarterly updates of student and PCOE advancements in diverse spending initiative of \$250M in New Jersey.

Invited Guest: Dining with the Distinguished. Future Business Leaders of America – Phi Beta Lambda program. Student and Professional networking event. December 2021

Guest Lecture: Rutgers First-year Interest Group Seminars (FIGS), "Why Going to Mars is Important for SCM" presentation. October 22, 2019

Invited Guest: Dining with the Distinguished. Future Business Leaders of America – Phi Beta Lambda program. Student and Professional networking event. December 2019

Guest Lecture: Rutgers First-year Interest Group Seminars (FIGS), "Thoughts on Keys to Success" presentation. November 7, 2019

Guest Lecture: Rutgers First-year Interest Group Seminars (FIGS), "Thoughts on Keys to Success" presentation. November 5, 2019

Guest Lecture: Rutgers First-year Interest Group Seminars (FIGS), "The Importance of Civility" presentation. October 22, 2019

Guest Lecturer: "Greening" of the U.S. Government Service Supply Chain.' Supply Chain Sustainability October 3, 2019

Panel Judge: Rutgers Entrepreneurial Society's (RES), annual RISE Makeathon Weekend. Served as a judge on the Pitch Panel to determine the top 3 entrepreneurial students start up projects. Rutgers student organizations and entrepreneurs all over the east coast come to create a company end to end with the idea, prototype, product, business plan, and user testing. November 10, 2019

Invited Guest Speaker: The Business of Supply Chain Management. RISE Youth Academic Enrichment Program focuses on teaching Entrepreneurship and Business topics to young K-12 students. July 22, 2019

Invited Guest: Dining with the Distinguished. Future Business Leaders of America – Phi Beta Lambda program. Student and Professional networking event. December 2018

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Invited Guest: Dining with the Distinguished. Future Business Leaders of America – Phi Beta Lambda program. Student and Professional networking event. December 2016

Guest Lecturer. Rutgers University. 2015-17. Undergraduate Supply Chain Management Program. "Supply Chain Management and Wall Street's Service Efficiency Efforts."

Serve as Board Member of Rutgers University, University College Alumni Association at New Brunswick, New Jersey. Assist in the research and implementation of various methodologies to enhance alumni participation at the university post-graduation through events, academic programs, scholarships and leadership forums.