



Application for Board of Trustee Position

The information submitted will be used by the Board of Governors in considering action on your application. The questionnaire MUST BE COMPLETED IN

FULL. Answer "none" or "not applicable" where appropriate. Please type or print.

If appointed, you will be required to file financial disclosure statements.

Date Completed 4/25/07

2007 MAY 11 AM 9:06
OFFICE OF THE
BOARD OF GOVERNORS
STATE UNIVERSITY
SYSTEM OF FLORIDA

1. **Name: Dent** **Richard, III**
Last First Middle and/or (Maiden)

2. **University Board of Interest:**

Are you applying for reappointment? Yes No

3. **Residence Address:** ___
Street City County

4. **Current Employer or Occupation: Victoria Secret - PINK a Division of Limited Brands Inc**

Business Address: ___
Street Office #/ Suite City

Post Office Box Suite Zip Code Area Code/Phone Number

___ (Business)

E-mail Address

5. **Specify the preferred mailing address:** Business Home Fax # ___

List all places of residence for the past five (5) years.

<u>Address</u>	<u>City and State</u>	<u>From</u>	<u>To</u>
___	___	9/2004	Present
___	___	3/2001	9/2004

7. **List all former and current residences outside of Florida that you have maintained at any time during adulthood.** (Specific Addresses will be furnished upon request.)

<u>Address</u>	<u>City and State</u>	<u>From</u>	<u>To</u>
___	Detroit, MI	12/93	3/98
___	Greensboro, NC	3/98	9/00
___	Westerville, OH	9/00	3/01

8. Date of Birth: . . . * Place of Birth: Philadelphia, PA

9. Social Security No.:

10. Driver License No: Issuing State: OH

11. Have you ever used or been known by any other legal name? Yes No X If "Yes" explain.

12. Are you a United States citizen? Yes X No If "No" explain.

13. If you are a naturalized citizen, date of naturalization:

14. Since what year have you been a continuous resident of Florida? N/A

15. Are you a registered Florida voter? Yes No X If "Yes" list:

County of Registration

16. Education:

A. High School: Episcopal Academy Merion, PA Year Graduated: 1988
(Name and Location)

B. List all postsecondary educational institutions attended:

<u>Name and Location</u>	<u>Date Attended</u>	<u>Certificates/Degrees Received</u>
Florida A&M University	8/88 - 6/92	B.S. Business Admin.
Florida A&M University	6/92 - 12/93	Masters of Business Admin.

17. Are you or have you ever been a member of the United States armed forces? Yes No X

If "Yes" list:

- Dates of service:
- Branch or component:
- Date and type of discharge:

* Will be redacted before distribution occurs.

18. Have you ever been arrested, charged, or indicted for violation of any federal, state, county or municipal law, regulation, or ordinance? (Exclude traffic violations for which a fine or civil penalty \$150 or less was paid.) Yes No If "Yes" give details:

<u>Date</u>	<u>Place</u>	<u>Nature</u>	<u>Disposition</u>
-------------	--------------	---------------	--------------------

19. Concerning your current employer and for all of your employment, including self-employment, during the last five years, list your employer's name, business address, type of business, occupation or job title, and period(s) of employment:

<u>Employer Name and Address</u>	<u>Type of Business</u>	<u>Occupation/Title</u>	<u>Period of Employment</u>
Limited Brands - Victoria Secret PINK	Specialty Retail	VP, CFO & Co-Leader	11/05 - Current
Limited Brands - Bath and Body Works	Specialty Retail	VP, Merchandise Strategy	9/02 - 10/05
Limited Brands - Corporate Finance	Corporate Finance	Director of Finance	9/00 - 8/02
See attached resume for balance of work experience.			

20. Have you ever been employed by any state, district, or local government agency in Florida? Yes No If "Yes", identify the position(s), the name(s) of the employing agency, and the period(s) of employment, and reason for leaving:

<u>Position</u>	<u>Employing Agency</u>	<u>Period of Employment</u>
-----------------	-------------------------	-----------------------------

State your experiences and interests or elements of your personal history that qualify you for this appointment.

- Over a decade of direct and indirect support of the University through my corporate positions. Support includes recruiting, student development, delivery of corporate financial donation packages and FAMU alumni activities.
- Executive leadership of a the fastest growing brand in all of retail, Victoria Secret PINK, the \$800M lifestyle brand emerging from the Victoria Secret Mega brand
- 15 years of corporate finance experience in 3 separate Fortune 500 experiences
- Accomplished leader in the areas of organizational development, operational and financial excellence.

22. Have you received any degree(s), professional certification(s) or designation(s) including awards related to the subject matter of this appointment? Yes No If "Yes", list:

- B.S. Business Administration, Florida A&M University
- Masters Business Administration, Corporate Finance, Florida A&M University

23. Identify all association memberships and association offices held by you that relate to this appointment:

- Florida A&M University Alumni Association
- National Black MBA Association
- Executive Leadership Council (Organization of Top African American Fortune 500 Executives)

24. Do you currently hold an office or position (appointive, civil service, or other) with the Federal or any foreign government? Yes No If "Yes", please list:

25. Have you ever been elected or appointed to any public office in this state? Yes No If "Yes", state the office title, date of election or appointment, term of office, and level of government (city, county, district or state):

Office Title Date of Election or Appointment Term of Office Level of Government

If your service was on an appointed board(s), committee(s) or council(s):

- A. How frequently were meetings scheduled?
- B. If you missed any of the regularly scheduled meetings, state the number of meetings attended, number missed, and the reason(s) for absence(s).

Meetings Attended Meetings Missed Reason for Absence

26. Have you ever served on any profit or not-for-profit board? Yes No If "Yes", state the title, date of appointment, length of service, and provide a brief description of your involvement.

- Renaissance Community Development Corporation - **Appt Date:** 1/07 - Current **Description:** Non Profit Community and Neighborhood Development in Columbus, OH **Involvement:** Board Member, Finance Committee Chairperson
- CityYear - **Appt Date:** Pending **Description:** National non profit service organization designed to build democracy through citizen service, civic leadership and social entrepreneurship.
- New Salem Baptist Church Trustee Board - **Appt Date:** 6/04 - 1/07 **Description:** One of the largest African American Church in Columbus, OH with \$3.4M annual operating budget - **Involvement:** Vice Chairman and Chairman
- Expanding Visions LLC - **Appt. Date:** 6/06 - Current **Description:** Non profit board organized to provide mentoring, life skills development and college preparatory counseling for underprivileged and primarily single parented African American young men ages 12-18 in Columbus - **Involvement:** Board Member and Mentor

27. Have you ever been responsible or played a role in managing a business or other corporate entity? Yes X No If "Yes", state the name of the business, the dates of your involvement, and provide a brief description of your involvement.

Currently the Vice President, Chief Financial Officer and Co Leader for Victoria Secret PINK. Co leader responsible for leadership of \$700M brand, with responsibility for approx \$100M operating expense budget. Responsible for all non creative functions including Finance, Brand Strategy, Inventory Planning, Human Resources, Store Operations and Megabrand Integration.

See attached resume for balance of experiences.

28. Describe any involvement with and/or relationship to the university to which you are applying or any other educational institution with which you are/were affiliated (other than as a student).
- In 1997 as the Florida A&M University Corporate Executive Sponsor for Ford Motor Company partnered with University President, Development Office and deans of all major colleges (Engineering, Business etc) to develop and deliver a \$750K financial package from the Ford Foundation to the university.

29. Describe your understanding of the role of a board of trustee member in ensuring the fiduciary and academic well-being of the university.
I believe the roles and duties of a board member fall into three key areas
1. To set and sustain the strategic and financial direction and policies of the organization/university.
2. To support and guide the leadership of the university (president and staff) in maintaining both the financial and programmatic health of the organization/university.
3. To oversee the execution of the financial policies, strategies, priorities and internal controls of the organization/university.

30. Has probable cause ever been found that you were in violation of Part III, Chapter 112, F.S., the Code of Ethics for Public Officers and Employees? Yes No X If "Yes", give details: Date Nature of Violation Disposition

31. Have you ever been suspended from any office by the Governor of the State of Florida? Yes No X If "Yes", list:

Title of Office Reason for Suspension:
Date of suspension: Result: Reinstated Removed Resigned

31. Have you previously been appointed to any office that required confirmation by the Florida Senate?
Yes No X If "Yes", list:
Title of Office:
Term of Appointment:
Confirmation results:

33. Have you ever been refused a fidelity, surety, performance, or other bond? Yes No X If "Yes", explain:

34. Have you held or do you hold an occupational or professional license or certificate in the State of Florida? Yes No X If "Yes", provide the title and number, original issue date, and issuing authority. If any disciplinary action (fine, probation, suspension, revocation, and/or disbarment) has ever been taken against you by the issuing authority, state the type and date of the action taken:

<u>License/Certificate Number</u>	<u>Original Issue Date</u>	<u>Issuing Authority</u>	<u>Disciplinary Action/Date</u>	<u>Title &</u>
-----------------------------------	----------------------------	--------------------------	---------------------------------	--------------------

35. Have you, or businesses of which you have been an owner, officer, or employee, held any contractual or other direct dealings during the last four (4) years with any state or local governmental agency in Florida, including the university to which you have been appointed or are seeking appointment? Yes No X If "Yes", explain:

36. Have members of your immediate family (spouse, child, parent(s), sibling(s)), or businesses of which members of your immediate family have been owners, officers, or employees, held any contractual or other direct dealings during the last four (4) years with any state or local governmental agency in Florida, including the university to which you have been appointed or are seeking appointment? Yes No X If "Yes", explain:

37. Have you ever been a registered lobbyist or have you lobbied at any level of government at any time during the past five years? Yes No X If "Yes", explain:

a. Did you receive any compensation other than reimbursement for expenses? Yes No

b. Name of agency or entity you lobbied and the principals you represented:

<u>Agency Lobbied</u>	<u>Principals Represented</u>
-----------------------	-------------------------------

38. List three persons who have known you well during the past five (5) years. Include a current, complete address and telephone number. Exclude your relatives and members of the Florida Senate.

<u>Name</u>	<u>Mailing Address</u>	<u>Zip Code</u>	<u>Area Code/Telephone Number</u>
Mr. Len Schlesinger, Vice Chairman Limitedbrands			614.415.7500
Dr. Leonard Johnson, Physician/Long Time Alumni Association Philadelphia Alumni			215.471.2780
Attorney Malcolm Wells Atlanta Area Attorney, Florida A&M Graduate			404.246.2822

Addresses can be furnished upon request

39. Name any business, professional, occupational, civic, or fraternal organization(s) of which you are now a member, or of which you have been a member during the past five (5) years, the organization address(es), and date(s) of your membership(s).

<u>Name</u>	<u>Mailing Address</u>	<u>Office(s) Held & Term</u>	<u>Date(s) of Membership</u>
National Black MBA Association			12/93- Present
Executive Leadership Council			4/07 - Present
Kappa Alpha Psi			5/92 - Present

Addresses can be furnished upon request

40. Do you know of any reason why you will not be able to attend fully the duties of the position to which you have been or will be appointed? Yes No X If "yes", explain:

41. Are you now, or have you within the past three years, been a member of any club or organization that, to your knowledge, in practice or in policy, restricts membership or restricted membership during the time that you belonged, on the basis of race, religion, national origin or gender?
Yes No If "yes", detail the name and nature of the organization, relevant policies and practices, and state whether you intend to continue as a member if appointed by the Board of Governors.
42. Have you ever been the object of any equal employment opportunity complaint or any civil action based upon discrimination in the work place? Yes No If "yes", explain and provide details of the outcome:
43. Are there any pending lawsuits against you or are you a party to a lawsuit in any court in which you are the plaintiff or defendant? Yes No If "yes", what type and where?
44. Have any judgments been entered against you as a result of any civil or administrative proceeding(s)? Yes No If "yes", identify the proceeding(s) that resulted in the judgment and the date the judgment was entered.
45. Are you now engaged in activities, or have you engaged in activities in the past, that will reflect unfavorably on the board to which you seek appointment? Yes No If "yes", please explain.
46. Is there anything that you were not questioned about in your application that you should make known to us at this time that impugns your integrity, character and fitness for the position you are seeking? Yes No If "yes", please explain.

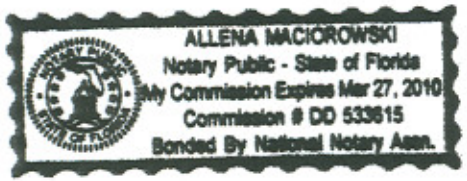
CERTIFICATION

STATE OF FLORIDA, COUNTY OF _____

Before me, the undersigned authority, personally appeared Richard Dent III who after being duly sworn, say: 1) that he/she has carefully prepared or read the answers to the foregoing question; 2) that the information contained in said answers is complete and true; 3) that he/she will, as an appointee, fully support the Constitutions of the United States and the State of Florida. Be it further known that in signing this document I understand that a Level 2 background check by the Florida Department of Law Enforcement will be performed on all nominees who are recommended to the Florida Board of Governors.

Affiant's signature [Handwritten Signature]

Sworn to and subscribed before me on this 10 day of May, 2007, by Allema Maciorowski



(signature of notary) [Handwritten Signature]

(typed, printed or stamped name) Notary Public Commission No.: My Commission Expires:

Personally Known Type of Identification Produced OR Produced Identification Driver License

MEMORANDUM

AS A GENERAL MATTER, APPLICATIONS FOR ALL POSITIONS WITHIN STATE GOVERNMENT ARE PUBLIC RECORDS WHICH MAY BE VIEWED BY ANYONE UPON REQUEST. HOWEVER, THERE ARE SOME EXEMPTIONS FROM THE PUBLIC RECORDS LAW FOR IDENTIFYING INFORMATION RELATING TO PAST AND PRESENT LAW ENFORCEMENT OFFICERS AND THEIR FAMILIES, VICTIMS OF CERTAIN CRIMES, ETC. IF YOU BELIEVE AN EXEMPTION FROM THE PUBLIC RECORDS LAW APPLIES TO YOUR SUBMISSION, PLEASE CHECK THIS BOX.

Yes, I assert that identifying information provided in this application should be excluded from inspection under the Public Records Law.

Richard Dent III - Bio

Updated: 2/2007

Richard, a native of Philadelphia was both born and raised in the West Philadelphia section of the city. He is the son of Rev. Richard and Beatrice Dent. Rev. Dent is the long time pastor of First African Baptist Church of Sharon Hill, PA and Mrs. Dent is a retired Philadelphia Public School teacher. His parents also have one daughter, Jennifer who is currently a senior consultant with Accenture.

Richard graduated high school in 1988 from The Episcopal Academy in Merion, PA, one of Pennsylvania's top preparatory schools. Richard is a proud alumnus of Florida A&M University, one of the nation's oldest and most prestigious historically black colleges and universities. He received both his Bachelor Science in Business Administration and Masters of Business and Administration with a concentration in Corporate Finance, from the university's prestigious School of Business and Industry, then under the leadership of renowned Dean Sybil Mobley.

In 1993, Richard began his professional career with Ford Motor Company in Dearborn, MI as a member of Ford's elite Finance Development program. Richard held a total of six positions in 5 years culminating with a role as the Finance Manager for what was then the number one selling vehicle program in North America for any manufacturer.

In 1998, at the age of 27, Richard became the youngest corporate Controller, worldwide for Volvo when he assumed the position of Controller of Sales and Marketing, Volvo Trucks North America, the North American heavy truck arm of Volvo. After three years of financial and strategic leadership and in an effort to further diversify his experience, Richard left the automotive industry and accepted a position in retail with LimitedBrands, the \$10 Billion parent company of Victoria Secret, Bath and Body Works, Express, Limited and Henri Bendel.

In his six years at Limitedbrands, Richard has held a total of four positions, each with increasing scope and responsibility beginning at Corporate Finance Staff, Bath and Body Works and most recently as Vice President, Chief Financial Officer and Co-leader for Victoria Secret PINK. PINK is the \$700M, high growth lifestyle brand for young women currently emerging from within the Victoria Secret mega brand.

Outside of work Richard pursues his passion of working with, preparing and equipping young men for higher education and life in general through involvement in a variety of civic and religious organizations. In addition Richard holds or has held memberships and leadership positions in the following organizations:

- New Salem Baptist Church, Trustee Board, Chairman
- Executive Leadership Council, Organization of Top African American Fortune 500 CEO's, COO's, CFO's and Executives
- National Black MBA Association, lifetime member
- Kappa Alpha Psi Fraternity Inc, lifetime member

Richard is divorced and has one son Jalen, age 7.

Richard A. Dent III

e-mail: rdent3@aol.com
1383 Grey Oaks Drive
Gahanna, OH 43230
614.855.0877

OBJECTIVE

To find a position as an operating executive in a corporate entity. The ideal position would involve financial and operational responsibility for a division, business unit, or total company.

EXPERIENCE

Limited Brands Inc., Columbus, OH

Vice President, Chief Financial Officer and Co-Leader, Victoria Secret PINK (11/05-Current)

- Appointed Chief Financial Officer and Co-leader of Victoria Secret PINK, the \$700M, high growth, emerging brand within the Victoria Secret mega brand. Position reports directly to Chairman and Vice Chairman of Limited Brands.
- Role responsible for Finance, Merchandise Planning, HR, Strategic Planning, Mega Brand Integration and all other operational and corporate staff interfaces (e.g. Real estate, Stores, procurement etc)
- Position controls \$30M annual marketing and PR budget as well as \$27M annual SG&A budget.
- Tasked with building out the infrastructure, operating process, mega brand integration points and meeting cadence to support the high growth brand.
- Delivered operating income growth of +25% to LY in first season (Spring 2006) of leadership.

Vice President of Strategic Planning, Bath and Body Works (5/04 – 10/05)

- Previous role expanded to include the following additional responsibilities:
 - **Inventory Management** - Installed an inventory management discipline at BBW. Prior to 2004 inventory was only reported but not actively managed. Adapted *apparel* closed loop inventory model into a personal care appropriate model. New discipline replaced DC "push" replenishment model with a demand based, 11 tier, "pull" model that manages replenishment inventory to total system service levels. In first season of implementation (Spring '05) efforts improved weeks of supply by 10.2 weeks.
 - **BBW Outlet General Manager** – Responsible for overall strategy, execution, merchandising, marketing, line planning and financial performance of this new concept launched in 8/05. In the first 8 months of operation the 15 stores averaged dollar sales +40% to LY compared to +11% for the balance of chain and unit sales of +78% compared to +24% for the balance of the chain. 10 store concept responsible for lifting total company margin (1580 stores) by +105 basis points on a projected annualized basis.
 - **Merchandise Planning**: Revamped merchandise planning by implementing a process utilizing stepwise regression analytics to translate tops down activity based pre-season plan into a 6 month activity based style/sku level plan in season. Process enables executive team to assess the impact of CRM, newness, cannibalization from newness, feature and promotion, theme by theme to the seasonal financial algorithm, commercialization pipeline and product assortment, 12-18 months prior to season start.
 - **Merchandise Planning and Allocation Systems** – Manage the function that oversees the implementation, maintenance, process/user optimization of all Planning and Allocation systems. Key Systems include E3 Allocation, Arthur Planning, Intactix Knowledge Base JDA Floor and Space Planning as well as a dozen other homegrown tools used to optimize the planning and replenishing of sales and inventory. Heavily involved in Insight Project "Go Live" implementation scheduled for May '06. BBW is pilot brand for ARF (Allocation, Replenishment and Forecasting) Work stream. New systems include Manugistics Allocation, Manugistics Event Lift, and JDA Arthur Planning, Allocation and Enterprise Management.
 - **Supply Chain Optimization** – Initiated the following processes in an effort to optimize the BBW supply chain: Automotive style product Value Engineering discipline, enhanced vendor capacity management capability, vendor long range demand planning, Minimum Order Quantity/Lot Size optimization, Demand signal variability reduction (via Kanban management)

Director of Strategic Planning, Bath and Body Works - (9/02 – 4/04)

- Brought into role to build a Strategic Planning function and associated processes at BBW. (It was Limited Brand's first strategic planning activity and is currently the model for other brands) In this role, responsible for:
 - Development of 3 year (6 season), Company, **Long Range Financial and Assortment Planning process**. Once in place the process became a dynamic, multi season view of the impact of various assortment, capital and expense decisions to the pre determined, seasonal, sales, margin, expense and operating income growth targets.

EXPERIENCE (Cont.)

Director of Strategic Planning, Bath and Body Works - (9/02 – 4/04)

- Partnered with Finance to transition accounting view of expenses to an activity based expense methodology which enabled merchant and functional executives to manage and have pre-season visibility of expense decisions in context with activities.
- Partnered with other executives to implement Commercialization Assortment Gate process (INPP) that allowed company to evaluate the impact of various individual assortment decisions to aggregate top line, in forward seasons, BEFORE commercialization resources are spent. Gate process follows newly developed SKU's from Concept, to Initial Plan, to Launch, to Initial Buy. Created and developed process to support various meetings including New product Buy Meeting.
- Process also dynamically informs executive team of implications to in store presentation (space management) so that product exits and introductions can be properly planned and executed cost effectively. Equally important, process enabled company to proactively evaluate assortment's impact to future profit targets and real estate productivity targets.
- Reattributed entire BBW assortment to enable analysis by End Benefit (Moisturizers, cleansers, exfoliators etc) Prior to this the assortment was managed sub brand by sub brand only.
- Given responsibility for **Space Planning** activity, a 6-person group responsible for the analytic optimization and allocation of in store merchandise used for presentation.

Director of Finance, Corporate Finance Staff - (9/00 – 8/02)

- Member of four person Director level, corporate staff function reporting to the Apparel CFO. Responsible for the management and approval of inventory, capital investment, marketing and operating expenditures at the Limited Inc's four Apparel Brands (Express, Lerner NY, Limited Stores and Structure). High visibility group served as primary interface between Exec.Committee of the brands and Limited Inc Corporate Exec. Committee. Personally responsible for interface with Limited Inc's largest and most profitable Apparel Brand, Express (\$1.5B in annual revenues).
- Team executed and managed highly successful, best in class "Closed Loop" inventory management strategy in Fall 2001 that produced \$134M in increased profit on \$204M less sales at the four Apparel Brands. Strategy resulted in all 4 brands being profitable in Q4 '01 despite harsh economic environment..
- Also responsible for:
 - Financial assessment and evaluation of various strategic initiatives that include but are not limited to new channel development, acquisitions, divestitures, media investment, dual gender branding and merchandise category expansion via the Brand Task Force process.
 - External communication of monthly and quarterly sales, earnings, and inventory performance to Wall Street.
 - Developed and managed daily, weekly, monthly and seasonal sales forecasting model as well as internal P&L and inventory roll forward used to project monthly sales, margin, profit and quarterly EPS.
 - Responsible for conducting highly detailed seasonal and annual budget reviews with each brand.

VOLVO TRUCKS NORTH AMERICA, Greensboro, NC

US Controller, Sales and Marketing, - (3/98 – 9/00)

Financial Accomplishments

- Successfully implemented the following four-pronged strategy that lead to the direct improvement of US Gross Profit realization from .3% 1997 over 1998 to 1.4% 1998 over 1999 YTD:
 - Implementation of US airline style Yield Management philosophy, measurement and decision matrix.
 - Redirected focus of Purchasing, Engineering, Manufacturing and Sales Organizations to the single objective of Margin Realization vs. disparate cost reduction and gross profit targets.
 - Instituted Model Year pricing to negate proliferation of price protected orders.
 - Revamped Field Sales Force target measurements and incentive compensation plan into a tool that focused sales organization on market share improvement, price realization, profitable order generation and captive engine sales.

US Controller, Sales and Marketing, - (3/98 – 9/00)

- Replaced accounting only view of expenses with activity based methodology in order to make expense decisions and information usable by non finance executive team. Developed methodology and process that enabled exec team to seamlessly manage and compare long range plan (LRP) based strategic expense decisions to annual budget decisions to "in year" monthly P&L management.
- Developed New Truck Forecasting Model that improved gross profitability forecasting 204% year over year.
- Implemented "Realistic Pricing" which lead to the successful competitive price and margin repositioning of the nine (9) highest volume models and the 10,000 plus associated options.

EXPERIENCE (Cont.)

US Controller, Sales and Marketing, - (3/98 – 9/00)

- Given ultimate and overall transaction authority for all new truck deals. Immediately formed cross-functional deal management regimen and process that lead to 1.9% bottom line margin improvement (Nov '99 – June '00 vs. prior 8 months), and 7% increase in order closure rate all in a declining market.
- Managed 4 separate activities, with a total of 17 salaried employees and 5 direct reports.

Strategic Accomplishments

- Led 3 person team that was responsible for developing the "Volvo 2000 Breakout" business plan. Business Plan involved a major organizational restructuring to support the creation of new, industry first offerings that seamlessly delivered with the new truck, a range of services such as a driver, custom finance packages, cost per mile maintenance, and logistics capabilities
- Responsible for developing concept, selling it internally and ultimately gaining support for concept by Volvo Trucks North America Board.
- Chosen to head special South American Export Market Development Team which successfully negotiated a 7-year export agreement with General Motors Colmotores, (Bogota, Colombia) and General Motors Venezolana, (Valencia, Venezuela). Deal allowed Volvo Trucks North America to export, market and sell new product family in Andean Pact nations for next 7 years.
- Appointed to Volvo Trucks of Mexico Board of Directors (effective 9/1/00)

FORD MOTOR COMPANY, Detroit, MI

Finance Manager-'99 F-Series/Expedition/Navigator Platform, Light Truck Veh Center (1/98-3/98)

Engineering Finance Manager - Ranger, Light Truck Vehicle Center (6/97-12/97)

Financial Analyst -Sales Reporting, Ford Marketing and Sales Operations (5/96 - 6/97)

Financial Analyst - Pricing Analysis, Ford Marketing and Sales Operations (6/95 - 5/96)

Manufacturing Supervisor/Cost Analyst, Dearborn Assembly Plant (5/94 - 6/95)

Financial Analyst, Ford Warranty Analysis and Administration (1/94 - 5/94)

Finance MBA Intern, Ford Material Cost Analysis (5/93 - 8/93)

THE DUPONT COMPANY, Wilmington, DE

Finance Intern, Dupont-Merck Joint Venture (5/91- 9/91)

THE CAMPBELL SOUP COMPANY, Camden, NJ

Accounting Intern, Financial Reporting and Consolidation Area (1/90- 5/90)

FEDERAL RESERVE BANK, Philadelphia, PA

Finance Intern (5/89- 8/89)

EDUCATION

MASTER OF BUSINESS ADMINISTRATION, Florida A&M University, Tallahassee, FL

Concentration: Corporate Finance
Graduation: December 1993, GPA 3.7/4.0

BACHELOR OF SCIENCE, Florida A&M University, Tallahassee, FL

Concentration: Business Administration
Graduation: April 1992, GPA 3.3/4.0

ILLS

- Proven track record of delivering solutions for complex organizational problems from various financial roles
- Documented ability to achieve Exec. management and employee consensus for sensitive organizational and operational changes
- Superior presentation and business writing skills
- Multi company experience in business system development
- Proficient in Excel, Microsoft Word, Power Point