## EXPERIENCE

## USC Marshall School of Business Los Angeles, CA

*Lecturer, Department of Management and Organization* 2019 – Current

Upper Division Undergraduate Courses Taught

* BUAD 497, Strategic Management
* MOR 499, Sports Business Innovation

Lower Division Undergraduate Course Taught

* BUAD 104, Learning about International Commerce

## USC Marshall School of Business Los Angeles, CA

*Adjunct Professor, Department of Management and Organization* 2018 – 2019

Upper Division Undergraduate Courses Taught

* BUAD 497, Strategic Management
* MOR 499, Sports Business Innovation

## USC Marshall Sports Business Institute Los Angeles, CA

*Associate Director* 2013 – 2019

Manages Institute strategy, operations, and new initiatives

* Create multiple programs aimed at increasing stakeholder engagement and driving revenue, including launch of the SBI Corporate Board, sports business blog *The Fields of Green,* and the Rising Executives Committee.
* Lead on SBI innovation research and reports, including research planning and strategy, oversight of student researchers, interviewing of industry participants, and creation of reports and presentations.
* Execute SBI event strategy including orchestration of portfolio of events including Commissioners’ Series, Business of Sports series and Innovation Forums.
* Supervise direct report SBI Assistant Director on execution of SBI programs and initiatives.

*Assistant Director, Operations* 2011 – 2013

Managed day-to-day operations for the Institute

* Worked directly with the Executive Director on strategies for developing growth across all Institute initiatives.
* Oversaw creation of annual budgetary and financial goals, including revenue generation initiatives.
* Created strategies for marketing and brand exposure, to include engaging stakeholders such as the Institute’s Executive Committee and Advisory Council members.
* Supervised and managed student research and consulting teams as well as student interns.

**Consultant** 2010

## USC Marshall Sports Business Institute

* Oversaw creation of Sports Business Institute consulting report and recommendations.
* Planned and developed materials for creation of an interdisciplinary center at USC.

*Sports Business Group*

* Created a benchmarking and risk/return analysis related to naming rights for public venues.
* Assisted start-ups in the sports and technology space with business plan formulation and business development.

## Lawyerlink/Special Counsel Chicago, IL

*Contract attorney working with law firms Eimer Stahl and McDermott, Will, & Emery*  2006 – 2008

Analyzed documents during discovery period of litigation.

* Determined the nature of defendant’s documents and their relevance to document request.

**KB Home** Pomona, CA

###### *Land Acquisition Associate* 2004 – 2005

Procured multiple land acquisitions in San Bernardino County pursuant to business plan.

* Wrote market strategy and ran pro-forma analysis on multi-million-dollar land deals including aiding in structuring deals to fit the Division’s IRR and profit margin goals.
* Directed land package formulation and worked cross-functionally to achieve deal approval.
* Developed a comprehensive understanding of submarket consumer base and appropriate product lines.

##### EDUCATION

**University of Southern California, Marshall School of Business** Los Angeles, CA

###### *Master of Business Administration* May 2010

**University of Southern California, Gould School of Law** Los Angeles, CA

###### *Juris Doctor* May 2004

**University of Michigan** Ann Arbor, MI

##### Bachelor of Arts, Political Science May 2001

##### ADDITIONAL INFORMATION

* Admitted to Illinois State Bar – May 4, 2006
* Has appeared on radio, TV, documentaries, in printed publications and at conferences as a sports business expert
* Annual participant in the Leslie E. Adkins Consortium Mentorship Program; 2016 recipient of the Marshall Black Alumni of the year award
* Co-creator and Instructor, USC Marshall Online MBA Diversity & Inclusion Speaker Series and Course