

### **RAVI CHINTA Photo and short bio**



Ravi Chinta, Ph.D. is Associate Dean and Professor, Strategic Management at School of Business and Public Administration, University of the District of Columbia in Washington DC. Ravi has a B.S. in Chemical Engineering, MBA in Finance and Ph.D. in Strategic Management. Ravi has 42 years of work experience (20 in academia and 22 in industry). Ravi worked in venture-capital industry (7 years) in the healthcare industry, and in large multi-billion dollar global firms such as IBM; Reed-Elsevier; LexisNexis; and Hillenbrand Industries (15 years). Ravi has 119 peer-reviewed publications in journals such as Academy of Management Executive, Journal of Small Business Management, Long Range Planning, and International Journal of Strategic Business Alliances. Ravi has extensive global business experience in strategic business development and significant academic administration of business programs.

## RAVI CHINTA, Ph.D.

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### OVERVIEW

**Strategy Professional** with seven years venture capital and technology development experience, fifteen years senior management experience and sixteen years teaching and research experience. A **U.S. citizen** with a proven record of success in strategy, finance, marketing, operations and people management. Known for integrity, analytical skills and ability to work with all levels of management and to separate facts from opinions. Areas of expertise include:

- Project Management
- Financial Valuations
- Operational Strategies
- Strategic Decision Process
- Product and Market Development
- Technology Commercialization

### WORK HISTORY

**University of District of Columbia ([www.udc.edu](http://www.udc.edu))** **2021 to present**  
**Associate Dean, MBA Director and Professor, School of Business and Public Administration**  
Academic Affairs, AACSB accreditation, Policy Development and Acting Dean in Dean's absence

**Nova Southeastern University, Ft. Lauderdale, FL ([www.nova.edu](http://www.nova.edu))** **2018 to 2021**  
**Full Professor, Management, Huizenga College of Business and Entrepreneurship**  
Teaching, Research and Service and academic leader for Strategic Management UG courses

**Nova Southeastern University, Ft. Lauderdale, FL ([www.nova.edu](http://www.nova.edu))** **2017 to 2018**  
**Department Chair and Full Professor, Management, Huizenga College of Business and Entrepreneurship**  
Servant-leader of the largest department, comprised of 25 tenured and tenure-track faculty in Management, Human Resources, Strategy and Entrepreneurship areas

**Auburn University at Montgomery, AL ([www.aum.edu](http://www.aum.edu))** **Tenured in March 2017**  
**Full Professor (tenured), Management, College of Business**  
Teaching, Research and Service and area leader for Strategic Management course

**Auburn University at Montgomery, AL ([www.aum.edu](http://www.aum.edu))** **2015 to 2017**  
**Department Head and Associate Professor, Business Administration Department, College of Business**  
Servant-leader of the largest department, comprised of 18 tenured and tenure-track faculty in Management, Marketing and Finance areas, in the only AACSB-accredited College of Business in Montgomery, AL

**School of Advanced Studies, University of Phoenix ([www.phoenix.edu](http://www.phoenix.edu))** **2014 to 2015**  
**University Research Chair, Center for Management and Entrepreneurship**  
Consult and co-author with dissertation chairs, faculty, doctoral students and alumni at the School of Advanced Studies which enrolls >5,000 doctoral students and awards >50 doctoral degrees **per month**. Exclusive focus on research productivity and global research partnerships; no teaching responsibilities

**Xavier University, Cincinnati, OH ([www.xavier.edu](http://www.xavier.edu))** **2008 to 2015**  
**Associate Professor, Management and Entrepreneurship**  
Teaching Strategy, Entrepreneurship, and Operations Courses; Research and Service

- Penn State University, Harrisburg, PA ([www.hsbg.psu.edu](http://www.hsbg.psu.edu))** **2007 to 2008**  
**Associate Professor, Strategy and Entrepreneurship**  
 Teaching Strategy, Entrepreneurship, and Operations Courses; Research and Service
- American University of Sharjah, UAE ([www.aus.edu](http://www.aus.edu))** **2005 to 2007**  
**Professor, Strategy and Entrepreneurship**  
 Teaching Strategy, Entrepreneurship, and Operations Courses; Research and Service
- Xavier University, Williams College of Business, ([www.xavier.edu](http://www.xavier.edu))** **Spring 2005 only**  
**Professor, Marketing Strategy**  
 Teach Marketing Strategy to MBA students
- Hill-Rom Company, Batesville, IN ([www.Hill-Rom.com](http://www.Hill-Rom.com))** **2002 to 2004**  
*Hill-Rom is a \$1.2 billion healthcare division of Hillenbrand Industries, a Fortune 1000 company*  
**Director, Emerging Technologies**  
 Directed acquisitions, alliances and technology development to diversify from hospital-bed businesses.  
Major Accomplishments: Screening criteria for targeted investments; GetWell Network & TacTex.
- LexisNexis Group, Dayton, OH ([www.LexisNexis.com](http://www.LexisNexis.com))** **2001 to 2002**  
*LexisNexis is a \$1.7 billion information services division of Reed-Elsevier, a Global 500 company*  
**Director, Strategic Business Development**  
 Directed strategic business development projects at LexisNexis Corporate Headquarters in Dayton.  
Major Accomplishments: Monetization of online usage and CourtLink & Quicklaw acquisitions.
- IBM Corporate Headquarters, Armonk, NY ([www.IBM.com](http://www.IBM.com))** **2000 to 2001**  
**Senior Strategist**  
 As a member of the Corporate Strategy Group at Headquarters, worked in several strategy projects.  
Major Accomplishment: Developed a balanced scorecard of metrics for *ibm.com* as an eBusiness.
- SENCO Products, Inc. (Division of Sencorp), Cincinnati, OH** **1994 to 2000**  
*Senco is a global manufacturer of collated nails, staples, screws and pneumatic tools used in home building, furniture & pallet industries. Annual revenues exceed \$350 million. Sencorp is a private firm.*  
**Vice President, Shared Services**  
 Directed strategy and finance functions. Managed the strategic planning cycle, the annual budgeting and monthly reporting processes. Led several Cost Reduction, Business Development and Special Projects.  
Major Accomplishments: Directed over 60 Strategy/Finance projects in diverse situations. Completed 18 product and market development projects (3 in CRM); over 25 operational projects (15 in BPR, 4 ERP); over 15 in supplier and vendor programs; 1 technology (SPAT) licensing deal. Examples include:
- Led product and channel mix changes for Senco marketing strategies in the manufactured housing market segments. Increased tool revenues by \$50 million achieving 35% CAGR over three years.
  - Developed a comprehensive business valuation of the SPAT intellectual property in terms that are easily understood by potential buyers. Resulted in SPAT licensing to Hilti for \$30 million royalties in 10 years.
  - Led the distribution channels optimization project that resolved the conflict between territorial exclusivity of distributors with Senco's new Internet channel. Internet sales rose to 8% of Senco sales in first year.
- SENMED Medical Ventures (Venture Capital Unit of Sencorp)** **1988 to 1994**  
*SENMED is a \$100 million intra-corporate venture fund of Sencorp with an investment focus in biotechnology and medical devices. SENMED was formed in 1987 and dissolved in 2003.*  
**Director, Ventures Group**

Evaluated over 100 business plans; Led due-diligence and financial valuation of business plans; Business Planning for portfolio companies; Post-investment monitoring; Exit strategy execution; Led and developed the Sales and Marketing Strategies for several investment companies.

**Major Accomplishments:** Built a portfolio of 15 investments in life sciences, medical devices and diagnostics; wrote two prospectuses for IPO; managed exit/divestment process; out-licensed GIAK.

- Developed a targeted investment process that improved the efficiency of pre-investment due diligence efforts. Increased the investment focus and reduced the cost by 30% and time by 20% for due diligence.
- IPOs for Neoprobe and Iatromed; Turnaround for Biosound; 34 rounds of financing; 12 sponsorships of research in Universities and R&D boutiques. Overall return on investment for SENMED was 6X.

**Louisiana State University, Baton Rouge, LA** **1985 to 1988**  
**Assistant Professor, Department of Management, College of Business Administration**

**Major Accomplishments:** Published 10 papers; Made presentations at 15 conferences; Received “Best Teacher” award; Taught strategy and finance courses to MBA classes; and Performed Work in Administrative Committees.

**EXPERIENCE IN INDIA, AND PRIOR TO 1981:**

|   |                     |
|---|---------------------|
| <b>IDL Chemicals, Ltd.,</b> Hyderabad, India                    | <b>1979 to 1981</b> |
| Deputy Manager, Planning and Development                        |                     |
| <b>Indian Drugs and Pharmaceuticals, Ltd.,</b> New Delhi, India | <b>1978 to 1979</b> |
| Corporate Planner   |                     |
| <b>Indoceanic Shipping Company, Ltd.,</b> Bombay, India         | <b>1977 to 1978</b> |
| Operations Research Analyst                                     |                     |

**PERSONAL ENTREPRENEURSHIP:**

**Deepti Travels:** Started in 1993 and partner manages its operations profitably in Cincinnati, OH.  
**Indiathings.com:** Started an Internet portal business in 1995, and closed down its operations in 2000.

**EDUCATION**

**Ph.D. 1981 to 1985** Katz Graduate Business , University of Pittsburgh, Pittsburgh, PA.  
 Major: Strategic Management; Minor: MIS (Outstanding Pass in Ph.D. comprehensive examinations)  
**MBA 1975 to 1977** Indian Institute of Management, Calcutta, India.  
 Major: Finance; Minor: Marketing (Top five percentile in a class of 110)  
**BS 1970 to 1975** Indian Institute of Technology, Madras, India. Major: Chemical Engineering  
**Venture Capital Certification, 1989:** NVCA/Andersen Venture Capital Program in Chicago.  
**Several Advanced Management Courses** at Harvard, Wharton, Stanford and Northwestern Universities

**RAVI CHINTA REFERENCES (all professional references)**

| <u>Name</u>                                   | <u>E-mail</u>  | <u>Phone</u> |
|---|--|--------------|
| 1. Daewoo Park, Dean and Professor            | <a href="mailto:dpark2@aum.edu">dpark2@aum.edu</a>                       | 815-753-1246 |
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| 8. Rajaram Veliath, Professor                 | <a href="mailto:rveliyat@kennesaw.edu">rveliyat@kennesaw.edu</a>         | 470-578-3329 |
| 9. Jeffrey G. Covin, Professor                | <a href="mailto:covin@indiana.edu">covin@indiana.edu</a>                 | 812-855-2715 |
| 10. Nandini Rajagopalan, Professor            | <a href="mailto:nrajagop@marshall.usc.edu">nrajagop@marshall.usc.edu</a> | 213-740-0750 |