

## **Dr. Donald G. Chambers**

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### **EXECUTIVE SUMMARY AND INTERESTS**

Experienced *PRACTITIONER-SCHOLAR*, with research interests in entrepreneurship and culture; active learning and experiential learning specialist; teaching interests include entrepreneurship, finance, strategic management, operations, culture, project management and accounting; business skills include business model development and commercialization while adapting strategy to improve operations and drive intrinsic firm value; recent experience with fast growing academic program.

### **EDUCATION**

#### ***Doctor of Management***

**May 2016**

**Case Western Reserve University, Weatherhead School of Management**

**Dissertation:** *Cultural Factors: Entrepreneurial Orientation or not – Innovation Drivers in Small to Medium Sized Enterprises*

#### ***Master of Business Administration***

**May 2004**

**University of Georgia, Terry College of Business**

**Awards:** *Honors*

#### ***Bachelor of Business Administration / Accounting***

**May 1988**

**University of Wisconsin – Whitewater, College of Business and Economics**

### **ACADEMIC EXPERIENCE**

#### **University of Georgia, Associate Director of Entrepreneurship**

**2017-Present**

Duties include Program Administration; managing local, regional and national competitions; working with internal and external advisory boards; managing specified residence hall program; managing accelerator and launch programs; driving University wide enrollment in Entrepreneurship Certificate Program

Courses Taught:

*ENTR 5500 & 7500 - Introduction to Entrepreneurship*

*ENTR 5525 & 7525 - Managing the Entrepreneurial Venture*

*ENTR 5505 & 7505 – Entrepreneurial Finance*

*ENTR 5090 – Design Thinking (co-taught ENTR 7090 designed 5090 for Spring 2019)*

*FYOS 1001 – Introduction to Entrepreneurship (Freshman version)*

*INTB 5100 \* ENTR 5990 – Special Topics in International Business & Entrepreneurship*

*Associate Director of Programming – Living Learning Community in Creswell Hall*

*Lead Namesake for August 2019 Dawg Camp Innovate*

#### **Additional Activities and Accomplishments**

Supervised eleven (11) Honors Projects and one Honors Policy paper

Co PI on NSF Grant application for STEM workshops and PI on Kauffman Foundation Grant

Co-managed UGA Idea Accelerator (3 programs)

Led 24 students on STUDY ABROAD to Peru/Chile; Partnered with University of Chile (2019)

Member of the Presidents Innovation District Launch Team (2019)

Co-facilitated the first ever Dawg Camp Innovate (2019)

Coached/mentored dozens incubator/accelerator teams plus individual student business plans  
Designed two new courses; FYOS 1001 and ENTR 5090  
Supervised an Honors student through CURO (Spring and Fall 2018)  
Program development for Freshman Living Learning Community in Creswell Hall  
Manuscript Review of an Entrepreneur (UGA Press)  
Reviewed Entrepreneurship Book Proposal (MacMillan Press)  
Serving on President's Council on Student First Year Experience (Started Spring 2018)  
Member of Junior Faculty Learning Community at UGA Center for Teaching and Learning  
Cohort Member for the Active Learning Institute (Summer 2018)  
Co-facilitator for a Faculty Learning Community: "Collaborative Work Spaces" (AY18-19)  
Processed three experiential learning applications

## **Adjunct Faculty Positions**

**2014-2017**

### **University of Wisconsin-Parkside; 2014-2017**

*MBA 715 – Advanced Operations Management (Face to Face and Online)*

*MBA 716 – Project Management*

*MBA 746 – Mutual Fund Investments (taught on behalf of the University of Wisconsin MBA Consortium)*

*QM 319 - Operations Management (Face to Face and Online)*

### **Wisconsin Lutheran College; 2014-2016**

*BML 423 – Strategic Planning & Implementation*

*BML 421 – Culture and Diversity in Organizations*

*BML 321 – Corporate Financial Management*

### **Thomas More University; 2017-2019**

*Mgt 630 – Corporate Social Responsibility (graduate course, online)*

*BUA 263 – Corporate Social Responsibility (online undergraduate course)*

### **Gateway Technical College; 2016**

*101-114 – Accounting Principals*

## **Peer Reviewed Conference Proceedings and Publications**

*Academy of Management Conference, Anaheim, CA, August 2016.*

For Small to Medium Sized Enterprises Entrepreneurial Orientation is not a Necessary Attribute for [innovation] Success.

*International Conference of Engaged Management Scholarship, Paris, France, September 2016*

Cultural Factors: Entrepreneurial Orientation or not – Innovation Drivers in Small to Medium Sized Enterprises. *Paper published in SSRN; official conference proceedings Fall 2016*

## **PROFESSIONAL SKILLS AND ACCOMPLISHMENTS**

**Certified Project Management Professional, Project Management Institute**

**Lean Launch Pad – Educators Program, VentureWell (Steve Blank)**

**Certificate in Active Learning, Active Learning Institute – University of Georgia**

**Certificate in Business Leadership, University of Georgia**

**Certificate in Online Teaching, University of Wisconsin**

**Export.gov, through University of Georgia SBDC**

**Program Development.** Co-member of new leadership team leading an emerging academic program. Active student enrollment has climbed to over 400 (from under 200 two years ago) in part due to significant cross campus collaborations and networking. Program leads a President/Provost initiative of a freshman living learning community consisting of 26 students that includes specialized work space and programming. Part of team leading build out of new incubator space.

**Strategic planning and leadership.** Developed and led numerous business strategy programs for employers and clients resulting in new business products, enhanced business services, new markets and new customers. Drafted nontraditional pricing models, started up international sales programs, and project managed facility design. Identified commercialization platforms within eco systems.

**Proven financial results.** Negotiated credit lines worth hundreds of millions of dollars, and raised private funds. Reduced cost structures at many firms, adding 10-100% or more to net earnings. Exceeded standard return on investment and other financial metrics in several industries. Developed simple yet robust business models for strategic planning and presentation to financial institutions, boards and investors.

**Operations management.** Oversaw a low-volume custom product firm that maintained on-time delivery for large international OEMs. Conceived and executed several service revenues generating streams and turned warranty cost centers into profitable business units. Part of executive project team that started up a high-density computing enclosures business unit with sales to US Government contractors.

**Mergers, acquisitions and startups.** Acquired numerous strategic businesses, spun off less profitable units and sold to a Fortune 500 energy firm. Merged internal operations driving significant savings and synergies. Led the startup of several aftermarket sales operations, regional service centers and an outdoor power equipment company. Also led venture that started up a trans loading operation at a CSX terminal.

**International experience.** Sourced and sold products internationally; negotiated JV agreement in China and served on trade missions to Mexico and Latin America.

**Personnel Development.** Led talent management strategies at several employer and client firms focused on identifying and developing leaders of the future while employing mentorship concepts.

## CORPORATE EXPERIENCE

### DC Consulting: Advisory Roles

1996-Present

- Advisor to a startup Venture Capital Fund and new Innovation Hub (incubator)
- Research Project funded by the Department of Energy assessing Startup Clean Tech Energy Finance
- Advised Multi National on Microgrid Business Model Development
- Worked as startup CFO on a Bio Mass project in Sri Lanka;
- Drafted business plans and provided sophisticated business models, including startup financing
- Started up 8-person healthcare consulting firm
- Developed international sales channels and supply chain
- Led introduction or expansion of new product lines
- Opened regional business office's overseas
- Obtained working capital and debt financing for firms
- Led acquisitions; sold to Fortune 500 firm
- Designed new pricing models
- Mentored key personnel

**BOOZ, ALLEN & HAMILTON, Researcher****2016-2017**

Provided advisory services to the Department of Energy, Advanced Research Projects Agency – Energy This role comprised of conducting qualitative research on funding imbalances to seek out new mechanisms for funding long tail energy technologies. Services included written RFI from innovators, investors and incubators as well as semi structured interviews with selected respondents. The process culminated with running a workshop, presenting findings to ARPA-e leadership and writing an industry white paper (not yet released to the public)

**EDRICH LLC, Principal****2015-2016**

*Edrich is a merchant bank and business strategy consultancy specializing in the renewable energy and Financial Services Sectors*

Provided advisory services to a MNC in the energy sector (Eaton Corporation) with an emphasis on designing innovative financial models for scaling microgrids, primarily via new products and technologies

**ENGENDREN CORPORATION, COO****2011-2014**

*Industrial heat exchangers, fabrication, and data center cooling*

As part of a three-person executive leadership team reporting to the CEO, developed and led several strategic initiatives, including product pricing models, operation cost reductions, an international sales program, redesign of facility to accommodate vertical integration, and customer data center technology upgrades. A core aspect of this position was managing strategic partnerships including several major participants in global power generation

**UNIFIED EQUIPMENT RESOURCES, CFO / COO****2003-2011**

*Construction equipment and related products and services*

Reporting to a passive ownership group, led the firm to improved banking, auditable financials, higher product sales, new and expanded aftermarket programs, additional service centers, and management team mentoring. A key aspect of this position required nurturing of customer alliances, particularly large publicly traded rental companies, while maintaining a strong relationship with a global equipment manufacturer as their number one North American dealer.

**ERG RESOURCES GROUP AND AFFILIATES, CFO****1998-2002**

*Power generation equipment, related products and services*

Reporting to part-time ownership, led sale of company to Fortune 500 firm. Started up a new and successful product line, developed business models for debt procurement and multiple acquisitions while expanding customer base, increasing product offerings, adding sales/service outlets and spearheading new aftermarket recurring revenue streams. A critical responsibility was maintaining an innovation minded relationship with a leading power generation manufacturer as its number one dealer while fostering collaboration with the largest telecommunications firms in North America.

**FUNCTIONAL REHAB HEALTHCARE AND PREDECESSORS, CFO****VARIOUS PRIOR ACCOUNTING & FINANCE POSITIONS****COLLEGIATE INTERNSHIPS: General Motors (WI), Amoco/Standard Oil Dealerships (WI)****COMMUNITY & AFFILIATIONS****2016 - 2018** CherYsh America Foundation, Program Advisor**2012 - 2016.** Advisory Board Member, Gateway Technical College**2015 - 2016.** Board member/Treasurer, Angels Youth Football Association**2009 - 2011.** Served on Finance Committee of Phi Kappa Phi (Lifetime Member)

**2010.** Board member, Associated Equipment Distributors

**2008 - 2009.** Board member of youth home near Savannah, Georgia