

Vita

Kenneth E. Williams

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Education

1975	BS in Accounting, Finance and Law	Clarkson University, Potsdam, NY
1976	MS in Accounting & Finance	Clarkson University, Potsdam, NY
1977 - 1979	27 MBA Credit Hours	Clarkson University, Potsdam, NY
1989 - 1994	Coursework for Ph.D. in Strategic Management & Entrepreneurship	Rensselaer Polytechnic Institute, Troy, NY

Academic Experience

Siena College, Loudonville, New York

2009 - Present	Long-term full-time appointment as Strategic Management Professional Specialist (AACSB professionally qualified) to teach the strategic management capstone course required of all business majors.
2007 – 2008	Adjunct Lecturer in the School of Business teaching two sections of Marketing and two sections of Organization and Management both semesters.
1999 – 2005	Adjunct Lecturer in the School of Business teaching four sections each semester including Organization and Management, Marketing, Sales Management, Marketing Management and Retail Management. Participated on curriculum development committees for Marketing and Business Strategy courses. Received award as “Outstanding Lecturer of the Year” in 2005 from Student Government. Received consistently high ranking by student evaluations and facilitated one actual student business start-up.
1992	Lecturer in the School of Business teaching one section of Managerial Finance I

Adirondack Community College, Glens Falls, New York

2001	Visiting Lecturer teaching an Organization and Management course for their State Farm Insurance satellite program.
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College of St. Rose, Albany, New York

2002	Visiting Lecturer teaching a graduate Communications course for their Glens Falls satellite MBA program.
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Skidmore College, Saratoga Springs, New York

1993 – 1999 Adjunct Lecturer in the Department of Business teaching courses in Entrepreneurship, Finance, Accounting, Management, Marketing and Management Information Systems. Course coordinator for the Business Organization and Management course for three years which involved case selection and guiding the instruction of three other faculty members teaching sections of the course. The course culminated in groups creating a strategic plan for a real company and presenting the plan to high level executives. Worked on curriculum and facilities committees for AACSB candidacy. Received top ranking by student evaluations and facilitated two actual student business start-ups. Chaired committee to provide a Saturday program for prospective students yielding a high percentage of early admissions.

Rensselaer Polytechnic Institute, Troy, New York

1989 – 1994 Adjunct Assistant Professor in the School of Management teaching undergraduate and graduate courses in Entrepreneurship, Strategy & Policy, Finance, Accounting, Management Information Systems, Management and Marketing. Course coordinator of the Introduction to Business case study course for two years which involved case selection and guiding the instruction of four other faculty members teaching sections of the course. Ranked #1 in the School of Business by student evaluation. Member of Committee for Business Relations which sought opportunities to involve high level regional and national business executives with the content and focus of courses.

Clarkson University, Potsdam, New York

1977 – 1979 School of Management teaching courses in Marketing, Computer Programming and Management Information Systems. Member of Committee tasked to develop transfer criteria to address students attending SUNY Potsdam for three years and then attending Clarkson for only one year and receiving a Clarkson degree.

Management Experience**New York Charter Schools Association, Inc., Albany, New York**

2008 Chief Financial Officer & Director of Strategic Development – Worked to create the framework and strategic alliances to grow the organization from a two person limited scope to an effective state-wide support group.

Brighter Choice Foundation, Inc., Albany, New York

2007 Chief Financial Officer - Worked with organizations and affiliated charter schools to move them to become more efficient, revenue generating and self-sustaining. Had responsibility for the financial and compliance operations of thirteen associated organizations including the construction and financing of three new Charter Schools.

Customer Retention Company, Inc., Schenectady, New York

1998 – 2007 Chief Executive Officer - Designed and implemented a turnaround strategy that strongly positioned the company in the Northeast as a quality CRM provider to the Automobile Retail Industry. Grew the company from a four person organization to a seventy person organization obtaining support from major manufacturers including Honda and General Motors.

Williams and Clark Financial Services Co., Greenville, New York

1988 – 1989 Co-founder and Partner - Founded and managed a successful insurance and financial services company.

Scanning Capital Assets Networks, Inc., Troy, New York

1986 – 1988 Co-founder and President - Created a cutting edge PC based hand-held computer bar code inventory system for hospitals, colleges and universities to utilize for cost-effectively controlling their moveable assets located at the RPI Incubator Center. Led the company through obtaining national exposure with a major contract with the University of Maryland.

Servidone Construction, Inc., Castleton, New York

1983 Controller – Managed cash flow and construction bonding crisis while completing Corps. of Engineers projects in Mississippi, Alabama and Texas.

Callanan Industries, Inc., South Bethlehem, New York

1979 – 1982 Special Assistant to the President - Managed turn-around of precast concrete subsidiary (Spancrete Northeast, Inc.) and evaluated, recommended and implemented operational changes for problem quarry and highway construction contract operations. Served as Affirmative Action Officer at a time when the State of New York was aggressively pursuing compliance.

Newton Falls Paper Mill, Inc, Newton Falls, New York

1976 – 1977 Accountant – Supervised the Accounts Receivable Department and authorized clearance for scheduling. Worked on completing monthly inventories and accomplishing monthly closings and year-end financials. Appointed by President to manage compliance with a Federal Grand Jury subpoena to furnish all records relating to pricing for the previous ten years and testify relating to the process.

U.S. Army, Schwaebisch Gmuend, W. Germany

1970 – 1973 Personnel Management Specialist – Managed a personnel office for a Pershing Missile Battalion.

Consulting Experience

Prestwick Chase, Inc.

2008-2009 Developed an expansion strategy and analyzed businesses under consideration for purchase in addition to restructuring their financial and marketing operations.

Empire Medical Products, Inc.

2004-2005 Created business plan to attract financing for business to manufacture and distribute recently patented medical safety products domestically and internationally. Obtained grants to build a production facility in Johnstown, New York and arranged venture capital financing. Secured a written commitment from a European company to purchase 80% of production for three years. Deal fell apart when the inventor withdrew demanding more money.

Achaean Technology, Inc.

2002 – 2004 Worked with company principals to create a business model and financial plan that would enable the company to raise sufficient capital to launch their real estate market software mapping product.

Centri, Inc.

1997 – 1999 Created the strategic and financial framework for the creation of this Philadelphia based joint venture and negotiated a major contract with BMW of North America to have Centri represent BMW at major college campus events.

BMW of North America, Inc.

1995 – 1997 Selected to formulate a strategy to market the BMW line, with special emphasis on the 318ti, to Generation X. Successfully presented the strategy and created a company to implement the marketing strategy in the Northeast United States.

PAR Technology, Inc.

1992 – 1993 Managed the process of creating a strategic plan and implementation strategy for one of their subsidiary companies, Rome Research Corporation who was about to lose a significant portion of their business as a result of the closing of Griffith Air Force Base.

Lentec, Inc.

1993 Designed the strategy for this high tech engineering and design firm that positioned them to be able to immediately capitalize on market opportunities and negotiated the ensuing joint venture.

Presentations & Special Programs

Siena Business Fraternity

2008 Presented a program for students on “How to Guarantee Yourself a Job” which received standing room only attendance including Career Service and other Siena staff members.

National Supply Corporation, Inc.

2006 Provided the key-note speech entitled “Selling Margins” which was designed to educate the sales force on the importance of margins to the success of the business and motivate them to seek higher margins when selling.

The Fort Miller Group, Inc.

2005 Developed and led a multi-week executive training session designed to ascertain the solution for a marketing information system and implement the recommendations.

The Sagamore, Inc.

2005 Structured and delivered a six session management training program to mid-level managers at the Lake George resort.

Glens Falls Lehigh Cement, Inc.

2005 Structured and delivered an eight session management training program to mid-level managers to attempt to obtain “buy-in” and accountability.

Quad Graphics, Inc.

2004 Led a series of seminars designed to improve communications between managers and external as well as internal customers.

Cambridge Valley Machining, Inc.

2004 Trained management personnel on motivating production employees.

National Trade Publications, Inc.

2002 Designed and led one-day off-site new product development session for managers that resulted in many actionable ideas for the business.

National Association of College Administrators

2000 Featured speaker at a conference in Memphis, TN presenting the strategic benefits associated with outsourcing functions to become more cost efficient.

Eastern Academy of Management (Dublin, Ireland)

1997 Conference presentation entitled “*A Bias Toward Action: Innovative Teaching Technologies of Practitioners Turned Educators.*”

Siena College / Uzhgorod University Program

1995 Taught marketing to students at the Ukrainian University as part of the Siena College Program.

USAID Grant (Kiev, Ukraine)

1994 Sent to Kiev on a teach the teacher program. Taught entrepreneurial marketing to professors selected from universities and the military retraining center in the Ukraine to enable them to return to their respective institutions and teach others. The goal of the program was to jump-start new businesses as the country transitioned to a market economy.

Publications

Oppedisano, J., Kennelly, J., & Williams, K. 1997.

A Bias Toward Action: Innovative Teaching Technologies of Practitioners Turned Educators.
Proceedings of the Eastern Academy of Management, 1997 International Meeting.

Kenneth Williams, *Business Organization & Management*, McGraw Hill, 1996.

Community and Other Service

2007 to Present Treasurer, Board of Directors for the Albany Preparatory Charter School.

2005 to Present Member and volunteer for the Saratoga Historical Society & History Museum.

2005 to Present Member and volunteer for the Feeder Canal Alliance.

2006 University Without Walls (UWW): Student Advisor and Program Development Advisor.

2000 Saratoga Economic Development Corporation: Program for Developing Entrepreneurial Assistance

1999 Saratoga Chamber of Commerce: Strategic Planning Workshop in “Skidmore Lecture Series”

1984 - 1991 Rotary International: Past President, Greenville Chapter

Licenses

1984 – 2002 Series 6 and Life and Health Insurance Licenses