Gregory M. Dumont
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Academic Background

Doctor of Business Administration (2008-2011)* Southern New Hampshire University
Major Concentration: International Business
Minor Concentration: Marketing & Strategy
*ABD – Anticipated Date of Completion

M.S. International Business (2005-2008) Southern New Hampshire University
Concentration: Marketing & Strategy
Master of Business Administration (2005-2007) Southern New Hampshire University

Bachelor of Arts: Sociology (1994-1998) University of New Hampshire
Bachelor of Arts: Economics (1994-1998) University of New Hampshire

General Studies (1993) United States Air Force Academy

Academic Positions

2008 – Present Adjunct Instructor, Southern NH University – Manchester
- Assisted in 2009 curriculum re-development for SNHU101
- Served as academic advisor to those students enrolled in my SNHU101 section
- Facilitated a host of graduate courses including INT600, INT610 and INT640 in both a synchronous and asynchronous environment

2008 – Present Adjunct Instructor, Southern NH University – Portsmouth
- Facilitated a host of graduate courses including INT600, INT610 and MKT500 in both a synchronous and asynchronous environment

2007 – Present Adjunct Instructor, Southern NH University – Salem
- Assisted Center Director in development and rollout of the SNHU Advantage Program at Salem Center
- Developed curriculum for and facilitated multiple undergraduate sections of SNHU100
- Facilitated multiple undergraduate sections of INT113
- Facilitated a host of graduate courses including INT600, INT610, INT640 and MKT500 in both a synchronous and asynchronous environment
- Guest Speaker at 2009 Graduate School Commencement Ceremony

2009 – Present Adjunct Instructor, Southern NH University – Nashua
- Facilitated multiple undergraduate sections of INT113

Non-Academic Positions:

Crawford & Dumont Consulting Portsmouth, NH
Managing Partner (June 2006 – May 2008)
- Provided primary research of competitive markets and feasibility

- Ensured fulfillment, delivery and presentation of client report
- Served as contact liaison to ensure desired communication with customers

Exeter High School Exeter, NH
Instructional Aide (August 2005 – June 2008)
- Facilitated a wide range of courses in the absence of primary instructors
- Assisted administration in monitoring and enforcing the code of conduct
- Provided extracurricular leadership as Assistant Varsity Hockey Coach

Capital Investigating and Adjusting Manchester, NH
Associate Director of Accounting (February 2003 – February 2005)
- Reconciled all corporate accounting including A/R, A/P, payroll and banking
- Coordinated budget projections and tracked fulfillment of fiscal year targets
- Advised CFO of managerial reporting trends and discrepancies

Fidelity Investments Merrimack, NH
Financial Planner – Private Wealth Management Group (April 2001 – January 2003)
- Provided investment and trade guidance to 200 high net worth investors
- Personally responsible for average monthly sales of $8 to $12 million
- Department coordinator supporting national business development leader

Professional Memberships & Licenses:

2007 American Marketing Association

2006 Southern New Hampshire University - Delta Mu Delta

2005 Southern New Hampshire University - International Business Association

2000 Financial Licenses Series 6, 7, 63, 65, 66

Undergraduate Curriculum Experience:

SNHU100 – Professional Seminar
A continuing education course required of students re-entering the educational system. Topics covered include self-knowledge, establishing personal goals, developing effective study skills, as well as exercises in written and oral communications.

SNHU101 – Seminar in Critical Thinking
Ensure incoming freshmen students develop the critical, creative and analytical thinking skills essential in meeting the new and challenging academic expectations at Southern New Hampshire University. Students become apprised of the research method process as well as communication of research results.

INT113 – Introduction to International Business
Provide exposure to the basic concepts deemed important in understanding how international business works. Concepts include importing; exporting; political, cultural, environmental considerations and global management strategies.

INT315 – International Management
Introduce the functional areas of management as they are practiced in a multinational corporation. Concepts include participation, organization, financial management, production and marketing strategies, control and strategic formulation.

Graduate Curriculum Experience

INT600 – Multinational Corporate Management
Introduce the nature of international operations and issues of management for multinational corporations with particular emphasis on the cultural, political, economic and physical dimensions of the global marketplace.

INT610 – Multinational Corporate Environment
Survey the economic, social, and political relationships among and within nations as a means of interpreting the strategic choices of multinational corporations operating therein.

INT640 – Multinational Marketing Strategies
Analyze the global competitive environment and internalize the strategic marketing competencies synonymous with sustainable profitability in both domestic and international markets.

MKT500 – Marketing Strategies
Dissect the symbiotic relationship between consumer needs and organizational goals. Students acquire a working knowledge of strategic marketing principles such as target markets, marketing research, product design, pricing, promotion and distribution.

Conferences

Academy of International Business – Northeast (2009)
"FDI: A Comparative Analysis of Industry Characteristics and Location Attractiveness"

Society for Marketing Advances – Atlanta (2010)
"GameStop 2008: Prospering in a Period of Corporate Perdition"

Publications – Work in Progress:

"Correlating Brand Growth and Team Value: A Dynamic Analysis of the Professional Sporting Firm"

"Marketing the Mega Sporting Event"

"The Internationalization of the Professional Sporting Firm: A Global NHL"

Dissertation Topic
"Privatizing and Procuring the Mega Sporting Event: A Strategic Marketing and Management Analysis in the Aftermath of the Global Financial Crisis"