

ERIC SCHEMP

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QUALIFICATIONS

- Four years of experience in business development and international branding in Russia and the United States.
- Able to analyze, think strategically, and effectively convey ideas using strong oral and written communication skills.
- Currently enrolled in CMA courses (Certified Managerial Account).

PROFESSIONAL EXPERIENCE

Development Director (<http://www.miramed.org>)

Oct. 2005 - Present

Moscow, Russia

- Conceptualize strategies and oversee the branding of the entire organization.
- Solely responsible for the creation of an online business which grosses more than \$150,000/year and manage all functions of the business including inventory, marketing, pricing, production, sales, delivery, supply chain management and CRM.
- Develop projects in conjunction with corporate leaders that exceed \$1MM/year and span over 15 cities in Russia.

Consultant (Marketing and Operations)

Mar. 2005 – Oct. 2005

Boulder Sausage

Boulder, CO

- Organized focus groups to understand consumer behavior and redesigned packaging to increase the shelf life of all fresh products while monitoring and evaluating how the market reacted to the changes.
- Completely overhauled inventory management system to ensure the company would pass government and manufacturer audits.
- Improved demand chain management to enhance product-to-market excellence and increase sales.

Strategic Marketing Analyst

2004

Lufthansa Airlines

San Francisco, CA

- Pioneered marketing implementation strategy of FlyNet Broadband technology.
- Organized, facilitated, and managed inter-university case competitions to promote FlyNet idea generation.
- Developed strategic partnerships with multi-national corporations (T-Mobile, Apple Computers) to support market penetration of product launch.

Small Business Developer and Facilitator

1999-2001

Peace Corps

Uglich, Russia

- Initiated and managed 3 business-development projects in Lodeynoye Pole and Uglich, financed through \$10,000 in grants.
- Facilitated Business Administration and Technical English courses at Yaroslavl State University.
- Created innovative, informative website to promote agricultural development organization.

EDUCATION

Thunderbird, The Garvin School of International Management

December 2004

Masters in International Management

Glendale, AZ

Projects:

Inter-American Investment Corporation: Senior Associate with Thunderbird Corporate Consulting Program. Conducted competitive and customer analyses, developed financial model, and made strategic recommendations to troubleshoot a loan program in the English Speaking Caribbean.

University of Colorado

2004

MBA/Masters of Business Administration

Denver, Colorado

University of Wyoming

1999

Bachelor of Arts in Marketing

Laramie, Wyoming

Institute for Shipboard Education/Semester at Sea

1997

Studied international business and culture while traveling by ship around the world and visiting 10 countries.

Worldwide

ADDITIONAL INFORMATION

Languages: English (native), Russian (conversant), German (basic).

Other Skills: Proficient in Macintosh and Microsoft Operating Systems including Access, Excel, PowerPoint, Word, DreamWeaver, Adobe Premier and many other applications.

Clubs/Interests: President of Thunderbird Alumni Association, Advanced Open Water Scuba Diving (incl. Nitrox), Fitness.