**JOSÉ A. GRIMALDO, JR., MBA, PLS, PMEC**

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### SUMMARY

A creative professional with over thirty-five years of innovative experience in operations management, project management, personnel management, and successful implementation of complex special projects, research administration, proposal preparation, marketing, and public relations and sales. With demonstrated exceptional teaching, mentoring, coaching of students as well as a professional presence in academia with strong presentation skills, staff supervision, university contract administration, and marketing experience within corporate, private and federal, and state sectors.

**BUSINESS PROFILE**

**Functional Strengths** Proficient in all aspects of marketing, sales, customer relations, logistics and supply chain management, operations management, and public relations. Possess superior creative approach to problem solving as well as analytical dimensions of problem assessment.

**Leadership Abilities** Leading and directing professional environments towards service opportunities that add value to customer experiences. Consistently introducing innovative ways of doing business and promoting new perspectives on extension of services to client customers.

**Personal Qualities** Extremely goal oriented with proficient multi-tasking capabilities. Very personable and possess a deep appreciation for the value of human capital and committed to serving and mentoring students.

### PROFESSIONAL EXPERIENCE

**G. Brint Ryan College of Business** November 2019 - Present

**Professional Leadership Program**

**University of North Texas**

**Executive Director**

**Executive Director Responsibilities:**

* Forecasts and develops sustainable programs and projects that support the College of Business.
* Conceptualizes, plans, develops and secures funding for programs and projects consistent with research and education agenda.
* Manages and directs program and related services/outcomes including assessing, planning and organizing, implementing and evaluating the strategic and tactical activities and performance of programs and projects.
* Collaborates effectively with internal and external stakeholders to achieve program and college goals. PLP has a portfolio of 200 Corporate and Not for Profit Partners who contribute to the intellectual capital and cocurricular

programming during the academic year.

* Design and implement training and development for students, student leaders, and mentors. At scale today this requires engagement with 130 combined Mentor and Mentees in support of the 1:1 Mentee delivery model.
* Present annually at professional conferences, nationally and internationally, to promote the College of Business and PLP brand and further the research of PLP.
* Build and maintain corporate and community relationships for development and program purposes.
* Manage and oversee PLP Advisory Board. This position maintains an ongoing dialog with the Board Chair and other officers to enhance the PLP delivery model, program needs, and future strategic planning.

**G. Brint Ryan College of Business**

**Department of Marketing, Logistics & Operations Management**

**University of North Texas**

**Adjunct Faculty Appointment**

**Course: Advanced Logistics Management LSCM 4860** Fall 2023-Spring 2025

* Instructing senior level students in a Capstone
* Instructional topics: Application of logistics decision-making tools and skills as they apply to inventory, transportation and warehouse management. Course stresses hands-on application of analytical tools useful in logistics; analysis of the characteristics of logistics system elements and their interrelationships within a company; developing skills to analyze technical logistics problems; and developing executive-level communications skills leading to the concise statement of problems and proposed solutions.

**Course: Productivity & Quality Management OPSM 4830** Spring 2018/Fall 2024

* Instruction of students at senior level
* Instructional topics: *Understanding Quality Concepts, Designing and Assuring Quality, Voice of the Customer, Managing Quality Improvement Teams.*

**Course: Logistics and Supply Chain Management LSCM 3960** Fall 2014 – Fall 2024

* In the twenty-fourth semester instructing students at junior and senior level
* Instructional topics: *Supply Chain Management, Supply Chain Relationships, Managing the Flow of the Supply Chain, Sourcing Materials and Services, Operations/Operations Management – Producing Goods and Services.*

**G. Brint Ryan College of Business** September 2018 – November 2019

**Department of Marketing, Logistics, and Operations Management**

**Jim McNatt Institute for Logistics Research**

**University of North Texas**

**Associate Director for Program Development**

**Associate Director Responsibilities:**

* Provides leadership and management direction to ensure that logistics research programs are effectively represented, implemented, and cultivated.
* Provides support to recruiters and logistics professionals promoting the McNatt Institute research offerings
* Assists in identifying entrepreneurial potential of UNT intellectual property through collaboration efforts with the Office of the Vice President for Economic Development and Research to assure that appropriate support systems are in place to support contract and grant research for proposal activity.
* Will explore grant opportunities in logistics and supply chain management and will collaborate with other colleges on the UNT campus to secure grants.
* Serves as “liaison” as necessary and represents the McNatt Institute at various regional, state, and federal events throughout the Dallas-Fort Worth region and reports to the Director of the Jim McNatt Institute for Logistics Research.
* Responsible for operating and managing, delivering programs to students, academic units and logistics professionals and requires a broad base of business knowledge, excellent analytical skills, and the ability to effectively manage multiple projects simultaneously.
* Proficient in the grant management, development of executive programs and the execution of development programs.
* Identify and develop connections to state and national grant resources, engage in community outreach, develop a strategy for the logistics institute and cluster operations, develop grant proposals and develop resource materials for programs offered through the Logistics McNatt Institute.

**College of Business** January 2013 – September 2018

**Department of Marketing & Logistics**

**Center for Logistics & Supply Chain Management**

**University of North Texas**

**Associate Director for Program Development**

**Associate Director Responsibilities:**

         Provides leadership and management direction to ensure that logistics and aviation logistics programs are effectively implemented and evaluated.

         Provides support to recruiters and logistics professionals.

***         Responsible for developing curriculum content, operating and managing, and delivering professional development programs to logistics and supply chain companies such as Ryder Logistics, and logistics professionals and students, academic units which requires a broad base of business knowledge, with excellent analytical skills, and the ability to effectively manage multiple projects simultaneously.***

         Assists in identifying the entrepreneurial potential of UNT intellectual property through collaborative efforts with the Office of the Vice President for Economic Development and Research to assure those appropriate support systems are in place to support contract and grant research.

         Will explore grant opportunities in logistics and supply chain management and will collaborate with other colleges on the UNT campus to secure grants.

         Serves as an employee of the University of North Texas and reports to the Director of the Center for Logistics & Supply Chain Management.

         Proficient in the grant management, development of executive programs, and the execution of development programs.

         Identify and develop connections to state and national grant resources, engage in community outreach, develop a strategy for the logistics center and cluster operations, develop grant proposals and develop resource materials for programs offered through the Logistics Center.

**Vice President for Research** June 2012 – December 2012

### Office of Research and Economic Development University of North Texas, Denton TX

**Assistant Director of Budgets & Intramural Programs**

**Assistant Director Responsibilities:**

* Manage the Grant Accounts for all Faculty Research Grants internally funded by the Vice President for Research Office.
* Manage the proposal process and coordinate program funding for research development activities for future federal and state funding sources.
* Manage accounts receivables and requisitions for all Faculty Research Grants.
* Provide direction and guidance to all Associate Vice Presidents in matters of research compliance in the processing of federal, state, and local funded projects for the university.
* Manage accounts receivables and requisitions for all Vice President for Research and Economic Development accounts

**Office of Sponsored Projects** October 2008 – June 2012

### Office of Research and Economic Development University of North Texas, Denton, TX Assistant Director

**Assistant Director Responsibilities:**

* Supervising and Operation management of contract negotiations activities in areas of federal, non-federal, private corporate sponsors to philanthropic.
* Supervising Grant Officers in proposal submission and sponsor guideline compliance within OMB Circular policy and implementation towards successful funding using PeopleSoft, and skilled in FastLane and grants.gov submission systems.
* Coordinated proposal development partnering efforts with Research and Development along with aligning potential incubator companies with the university.
* Support the Director of Sponsored Projects in Negotiated federal flow-through contracts for agencies such as the Department of Energy, Department of Defense, National Aeronautics and Space Agency, and National Institutes of Health.
* Negotiated domestic and international industry based contracts at various dollar levels with: Canadien Embassy, Raytheon, NUCONSTEEL, City of Denton, City of North Richland Hills, and various other municipalities, regionally and statewide.
* Directed the Higher Education Coordinating Board Research competition of over 260 proposal submissions competing for $20 million in funding.
* Developed multiyear budgets ranging from $25,000 - $4 million for research and development and prepared project accounting files for new account establishment.

**Thomas and Joan Read Center (TJRC)** March 2005 – October 2008

### Texas Engineering Experiment Station-Engineering Technology & Industrial Distribution

**Texas A&M University System, College Station, TX Assistant Director/Office Manager**

**Assistant Director Responsibilities:**

* Served in “interim” capacity to sell and promote supply chain and logistics programs and was instrumental in securing approximately $650,000 in revenue generation for the programs. Prepare individual seminar Profit & Loss (P&L) statements and year-to-date financial reports in accordance with the ETID departmental administration.
* Generate and execute contracts with internal and external speakers and other universities in accordance with TEES contract regulations.
* Managed professional staff in the execution of duties and functions relevant to Center objectives supply chain professionals.  Provide direction in recruiting and interviewing potential candidates for faculty and staff positions.
* Review programs of the TJRC in collaboration with staff members and with input from presenters and especially the participants. This regular feedback will be used to continuously improve the quality of the seminar content and the value for the participants.
* Event Logistics management, plan, implement, execute, and evaluate professional development seminar programs on campus and ensure that initial seminar evaluations, as well as the follow-up, are appropriately written, completed, summarized, and distributed to seminar sponsors.
* Responsible for preparing and submitting publicity releases and articles to trade magazines and University News organizations. Compose and edit news releases in conjunction with TEES/TAMU organizations to announce ID Program awards, scholarships, major equipment donations, and other newsworthy items through the Read Center.
* Instrumental in developing and resurrecting brand recognition through strategic brand placement in the production of marketing materials for ID, MID, and the Read Center from inception to completion. This includes coordination of design, copy, editing, pricing, and printing of jobs used to publicize professional development and academic programs throughout the year. The brochure developed won the 2006 Graphic Excellence Award “Best of Category”.
* **Office Manager Responsibilities**
* Provide direction/decisions and/or guidance regarding issues affecting the overall objectives of programs and/or activities.
* Manage and supervise all administrative support staff and student employees for the Read Center programs including the undergraduate program, continuing education program, research program, and other professional outreach programs.
* Manage and supervise efforts conducted by the Industrial Distribution (ID) Program and the Thomas and Joan Read Center (TJRC), in the absence of, and as directed by the ID Program Coordinator and Director.

**Other Functions: *Marketing Advertising,****Operations Management,****Logistics, Human Resource (HR) Management, Program Management, Financial Management, Facilities/Infrastructure Management, IT Management***

**Tri-Ags Triathlon Sports LLC** April 2005 – 2014

### Bryan & Argyle, TX CEO/President/Owner

* ***Established a small business to promote service of triathlon coaching and periodization to clients with the desire to train and compete in the sport of triathlon. Established a market analysis for the viability of the business and secured venture capital investment funding. Managing the logistics and supply chain aspects of the company as well as operations management, business financials, business royalty reporting and small business franchise tax reporting as well as local and state tax reporting.***
* ***To be pro-active in the community towards supporting and sponsoring local charity and non-profit organizations with event planning, monetary contributions and product donations. Marketing, promoting and selling custom apparel utilizing Texas A&M branded products as a Collegiate Licensee and managed inventory of brand wear along with collegiate licensed custom apparel.***

**Kudela & Weinheimer** January 2005 – March 2005

### Houston, TX Associate

* To market and promote the business, manage and lead projects, project designer and indirectly develop Customer Relationship Management (CRM). Establish network with corporate business contacts developing role as liaison for the office. Assisted principals of the firm whenever necessary.

**Texas A&M Rec Sports (***Dual employment role***)** September 2004 - 2008

### Marathon Training Program College Station, TX

**Coach & Assistant Coach**

* Providing guidance advice in sustain a healthy lifestyle and encouraging participants to meet their personal goals of completing a marathon. Coordinated running schedules and run workouts. To help market and promote the “Marathon Training” program at the Texas A&M Rec Sports facility and recruit potential runners for the program. Also, assisted in maintaining information via email user groups for coordinating activities for all participants.

**Texas Engineering Experiment Station** 1991 to 2004

### Texas A&M University System, College Station, TX

***Funding Opportunities Coordinator/Proposal Administrator***, TEES Research Services (1993 to 2004)

Promoted to this position after consecutive promotions and began this service from inception and developed

one of the most highly visible services in the organization in the way business is conducted on a daily basis and served in dual role of Proposal Administrator.

* Market and promote services for research proposal development.
* Direct and assist research faculty in funding opportunity services, manage and identify resources for funding opportunities for eligible research faculty in private, public, federal and non-federal sources;
* Created and manage database for faculty research interest and target potential funding agencies.
* Public Relations actions included organized and conducted workshops and presentations for National Council of University Research administrators "Video Conference", the National Science Foundation, Internet Awareness Week –"Funding Opportunities on the Web”, "Faculty Presentation on TRS Services and Funding Opportunities” to regional divisions.
* Developed an operations management schema to identify material being distributed internally/externally by directing the creation of a brochure and other promotional material for the division.
* Utilized the web base platform to extend the service this division provides and directed the creation of a more diverse web site for ease of access to agency information.
* Managed 3 departments within the College of Engineering for proposal preparation with budgets in excess of

$180,000 - $350,000.

***Senior Contract Administrator***, TEES Contracts & Grants 1992 Promoted into this position after a short tenure and was charged with supervising and operations management of a team of Contract Administrator’s in proposal submission and contract negotiations which required a higher level of team interaction with multi-tasking capabilities.

* Negotiated federal flow-through contracts for agencies such as Department of Energy, Department of Defense, National Aeronautics and Space Agency, National Institutes of Health.
* Served as liaison with intellectual property negotiators and served as liaison with Texas A&M General Counsel as directed in higher level contract negotiations.
* Negotiated domestic and international industry contracts at various multi-million dollar levels with:

Hughes Aircraft, Honeywell, American Gas Association (AGA), Petrobras, Pertamina, Phillips, Texaco, and General Electric.

* Directed the Higher Education Coordinating Board Research competition of over 260 proposal submissions competing for $20 million in funding
* Developed multi-year budgets ranging from $25,000 - $4 million for research and development and prepared project accounting files for new account establishment.

***Contract Administrator***, TEES Contracts & Grants 1991

Responsibility included proposal preparation, budget preparation, proposal submission, contract negotiations and finally project establishment for federal and non-federal agency grants & contracts.

* Responsibility included management of contracts for principal investigators in 4 major departments of the College of Engineering, along with collaborating institutions and 2 major research centers.
* Managed the Center for Space Power a NASA Research Partnership Center contract in its early beginnings.
* Singled out for establishing more efficient streamlined approval and proposal submission process.
* Established and re-directed major multi-million dollar NASA contract for the Mid-Continent Technology Transfer Center which is now the newly established TEEX Technology Economic Development Division.

### ADDITIONAL EXPERIENCE

**2005-2012 - *Owner/President/Coach/Trainer*, Tri-Ags Triathlon Sports LLC – operations management, marketing, consulting, training, in the sport of triathlon and running in the South-Midwest Region**

**1992 - O*wner*, DBA, The Garden Design Company – chief designer and proprietor of small business**

1991 - *Project Manager*, McDugald-Steele, Inc. – implemented and executed design for high-end clients

1987 - *Project Architect*, SLA Studio Land, Inc. – assisted design team in international and national projects

1987 - *Landscape Architect*, Stresau, Smith & Stresau, P.A – assisted principals in design & review for major developers

### EDUCATIONAL ACHIEVEMENT

2016 Doctorate (PhD) – Logistics & Supply Chain Management - University of North Texas (*9 Hours*)

2002 Masters in Business Administration (MBA) – Marketing- Texas A&M University

1986 Bachelor of Science - Landscape Architecture (BSLA) - Texas A&M University.

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### AFFILIATIONS

* Delta Sigma Pi - Delta Epsilon Faculty Initiates 2020 – Present
* Telemundo 39 Scholarship Committee – Spring 2023
* UNT Department of Logistics & Operations Management AP Search Committee Spring 2021
* Professional Leadership Program Advisory Board – 2014-2019
* Professional Leadership Program Scholarship Committee – 2014-2015
* Town of Argyle, Texas Economic Development Corporation Council Appointee – 2017 - 2019
* Institute for Supply Management (ISM) Student Chapter Advisor 2017 - 2019
* Transportation Research Board Member– Freight Transportation Planning & Logistics Committee - Former
* TxDOT Functional Area Committee – Former
* Jim McNatt Institute for Logistics Research Executive Advisory Board - Former
* Council of Supply Chain Management Professionals Member – 2014 – 2019
* Project Management Essentials Certified (PMEC)
* Certified Professional Designation in Logistics & Supply Chain Management (PLS)
* Alliance Logistics Professionals Organization (ALPO) 2013
* North Central Texas Council of Governments-Regional Freight Advisory Council 2013
* Country Lakes Home Owners Association Vice President; Board of Directors – 2012
* American Marketing Association Member – 2005
* Engineering Technology & Industrial Distribution Computer Advisory Committee – 2005
* ID 50th Anniversary Committee Co-Chair– 2005
* Texas A&M Triathlon Team Co-Advisor – 2004
* Certified RRCA Running Coach – 2008-2016

### COMMENDATIONS

* + Star Performer Award – University of North Texas 2013-2014
  + Staff Senate – University of North Texas 2013-2015 term
  + UNT Professional Leadership Program Mentor – 2013-Present
  + UNT Professional Leadership Program Board of Directors – 2014 - 2019
  + UNT President’s Commendation for Service - 2011
  + Soaring Eagle Staff Award – University of North Texas 2009
  + Best of Category Recognition with Newman Printing Co. (Brochure category) 2006
  + Mays Executive MBA Class Agent
  + ATMentors

Mentor of the Year Award Nominee 2004 Executive Committee 2001 – 2003 Mentor of the Year Award Recipient 2001

* + eMBA Team Representative/Leader 2000-2002
  + Outstanding Young Men of America 1996