

Curriculum Vitae

Timothy H Kinney

General Information

University address: Department of Marketing
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Professional Preparation

1985 MBA, University of Vermont. Major: Business Administration. Management.
top score Comprehensive Exam.

1975 Bachelor of Engineer, Clarkson University. Major: Engineering, Civil and
Environmental.

Professional Credential(s)

2015–present Critical Thinking Fellow.

2015–present E-Series Fellow.

1980–present Professional Engineer.

Professional Experience

2019-present Senior Lecturer, Marketing, Florida State University.

2017–2019 Associate Lecturer, Marketing, Florida State University.

2014–2016 Associate Lecturer, Entrepreneurship, Strategy & Information Systems,
Florida State University.

- 2014–2016 Director of Student Engagements, Jim Moran Institute, Florida State University.
- 2011–2014 Teaching Faculty I, Entrepreneurship, Strategy & Information Systems, Florida State University.
- 2010–2012 Director of Sales, Sales, Apollo Medical Software. develop and lead national sales organization.
- 2010–2012 VP Operations, Operations and Sales, Florida Custom Synthesis. responsible for all sales, marketing and operational functions of the company.
- 1996–2011 Adjunct Lecturer, Management and Marketing, Florida State University.
- 1981–2009 Sales Executive, Civil Engineer, Sales, Sales Management, IBM Corporation. Design and build semiconductor facilities at IBM's most advanced semiconductor facility worldwide. Manage team of engineers in design build function Responsible for Design, build and operations of IBM's most advanced semiconductor facility. Selected to be part of team in joint venture of IBM-Intel to take Intel process and integrate it into BM production. In Sales Executive role, lead IBM mainframe sales in East Region US, a \$2.5B/year business. Lead sales of IBM Unix server line, a \$1.1B /year business. Lead a strategic initiative tasked with expanding the platforms capabilities of the IBM server line.

Honors, Awards, and Prizes

We Choose Excellence, FSU 2016.
IBM Golden Circle, IBM (1998).
IBM Marketing Rookie of the Year, IBM (1988).
Professional Engineer license, Professional Engineer Society (1986).
MBA Capstone Competition Winner, University of Vermont (1985).

Current Membership in Professional Organizations

Professional Engineering Society

Teaching Courses Taught

Organizational Behavior (MAN 3240)
Case Analysis and Solution Development (IFS 3124)
Marketing Strategy (MAR 4480)
Basic Marketing Concepts (MAR 3023)

Management Strategy and Business Policy (MAN 4720)
Competitive Dynamics (MAN4752)
Consumer Behavior (MAR 3503)
Professional Selling (MAR 3400)
Introduction to Entrepreneurship (ENT 3003)
Entrepreneurship and Contemporary Society (ENT2802)

Strategic Management and Business Policy (MAN4720)
Introduction to Entrepreneurship (ENT3003)
Concepts of Management (MAN3025)
Professional Selling (MAR3400)
Social Entrepreneurship (ENT3503)
Social Entrepreneurship (MAN 3503)
Consumer Behavior (MAR3503)

New Course Development

Marketing Strategy (MAR 4480)
Case Analysis and Solution Development
Convert MAN 3025 to online (2012)

Management of Multiple Course Sections

Marketing Strategy MAR 4480)
Concepts of Management (MAN 3025)
Strategic Management (MAN 4720)

Service Florida State University FSU University Service

* Faculty Advisor, Case Competition Club (2012–present).

* Faculty Advisor, Panamanian Student Association (2011–present).

new association.

FSU College Service

New Building Committee
Strategic Planning Committee
Marketing Curriculum Committee
Graduation Committee

* Faculty Advisor, FSU Case Competition (2012–present).

develop students to compete in national competition, and also start FSU internal case competitions.

Incubator acceptance committee, Innolevation Challenge coordinator and judge, committee member for Jim Moran Institute (2011–2013).

* coach, trainer, presenter, FSU Sales Team (2009–2011).

FSU Institute or Center Service

Director of Student Engagement, Jim Moran Institute (2014–2016).

The Community

Rotary Club (1990–2007).

Prison Ministry, Wakulla Correctional Institute
Project Annie Homeless Support

Consultation

Tallahassee Memorial Hospital. teamwork coaching (2010).

Professional activities that occurred prior to my last promotion review.

#Professional activities that occurred prior to my employment at FSU.