

COACHING EXPERIENCE

NATIONAL SAILING TEAM OF CHINA, Marina del Rey, CA **July/August 2006**

Technical Sailing Coach, Olympic Single-handed Dinghy Women – Radial Class
Provided Radial specific pre-event training/tuning and event coaching for 2006 Radial Worlds Regatta.

- **Produced China's first World Champion of an Olympic Sailing Class.**
- **Coached Lijia Xu to 1st Overall, her first World Title** (ISAF World Ranking into event, 56th).
- Coached Xiaoying Shen to 16th Overall (ISAF World Ranking into event, 125th).

THE UNITED STATES NAVAL ACADEMY, Annapolis, MD **1991 and 1992**

Varsity Sailing Coach, Naval Academy Athletic Association
Established and directed the J/24 Program; helped develop 160 Varsity Sailing Team members annually.

- **Produced "Lighthouse Trophy" overall winner of 1992 Newport-Bermuda Race aboard *Constellation*, a Swan 48, with nearly 65% of midshipman crew products of the J/24 program.**
- **Assisted intercollegiate program winning the Leonard M. Fowle Trophy, awarded based on the best overall team performance across the six North American ICSA Championships, 1992.**
- Directed Plebe Summer Intramural Sailing program; training 60 incoming midshipmen.
- On-board coach for Marion-Bermuda Race 1991 and numerous Del-Mar-Va peninsula training cruises.

THE UNIVERSITY OF TEXAS, Austin, TX **1986 to 1990**

- Team Captain and Sailor of the Year, 1990; led student-coached team at practices and regattas.
- Continuous ICSA Top-20 ranking throughout tenure, qualified for Nationals four of five years eligible.
- Southeast Intercollegiate Sailing Association Achievement Award (All-District) - 1990.

NORTH TEXAS SAILING SCHOOL, Rockwall, TX **1988 and 1989**

- Junior program Director for Chandlers Landing Yacht Club; up to eight assistant coaches/instructors.
- Small keelboat instructor for Adult program; beginning to advanced and coastal cruising classes.

NUMEROUS HIGH PROFILE CLINICS, PRIVATE TRAINING, AND PROFESSIONAL SAILING **2006 schedule to date includes:**

- Star Bacardi Cup, Miami FL - Coached US Star Team members Merriman/Peters and MacCausland/Zwingelberg to 13th and 24th respective finishes of 92 competing teams.
- Personal sail training/tuning week for 2004 Laser Olympian Timothy Pitts, St. Croix USVI.
- Professional crew and coaching aboard Beneteau 36.7 - *Crossbow*, winning one design class at American YC Spring and Spring Greenwich Cup (IHYC), PHRF3, New York NY.
- Featured crew in *Sailing World's "From the Experts – Keelboat Clinic"*, running July - September 2006.
- Fall/Winter training/coaching to Luke Lawrence, Laser/Finn Olympic hopeful 2112, ISAF ranking: 137.
- St Croix USVI Laser Championship Clinic/Regatta; Advanced Radial Clinic, Houston TX; Orange Bowl Clinic/Regatta, Miami FL; Midwinter West Clinic/Regatta, San Diego and Marina del Rey CA.

SAILING MANAGEMENT EXPERIENCE

INTERNATIONAL LASER CLASS ASSOCIATION, Falmouth, Cornwall, UK **2001 to 2003**

Chairman, North American Region, 2002 to 2003

World Council Member, 2001 to 2003

Vice Chairman, North American Region, 2001 to 2002

Continuous contributions and published author in North American member magazine, *The Laser Sailor*.

SAILING YACHT – *Soñador*, Nautor Swan 53 **Summer 1990**

Premier regattas: Anitgua Sailing Week and Block Island Race Week, primary portside trimmer.
Operations: Permanent crew responsible for maintenance, operations, and deliveries (app 1800 nm).

SAILING ACCOMPLISHMENTS

2005 United States National Sailing Team, Olympic Single-handed Dinghy Men – Laser Class
2004 United States Sailing Association Single-handed Championship, Bronze Medalist
2004 USSA Single-handed Championship, Peter J. Barrett Sportsmanship Award
2003 and 1994 North American Laser Class Association Radial Grand Prix Champion
2003 International Laser Class Association Midwinter's West Regatta Champion, Radial
2001 Block Island Race Week Champion, J/105 Class – Rolex Boat of the Week, Skipper
2001 International Laser Class Association Midwinter's East Regatta Champion, Radial
1995 International J/24 Class Association US Nationals Champion, Tactician
1995 and 1994 Canadian Olympic Regatta Kingston (CORK), 3rd Place Radial (100+ entrants)

SAILING EQUIPMENT MANUFACTURING**C-VANE SAILING, New York, NY****2006 to present****Principal**

Created, designed, and brought to market the C-vane wind indicator. Suppliers located throughout the United States. Production assembly and fulfillment center in Texas. Global Distribution. Patent pending.

- *Sailing World's Annual Gift Guide – The Coolest Gifts for 2007*, Nov/Dec 2006 issue
-

EDUCATION**The University of Texas at Austin**, 1990, BBA, Marketing

- Member, Outstanding College Students of America, 1988.
 - Sailing Team Member (ICSA Top 20), 1986 to 1990.
-

OUTSIDE PROFESSIONAL EXPERIENCE**T-MOBILE USA, New York, NY****2004 and 2005****National and Strategic Account Manager**

Joined newly formed expansion team to assist maximization of new business opportunities, primarily through wireless data applications and then integrating voice services, to the Fortune 400.

NORSTAN COMMUNICATIONS, New York, NY**2003****Service Sales Specialist**

Brought in to develop new division within new corporate territory, Service Agreements sales to enterprise customers on their existing equipment purchased from other suppliers. Report to Regional Director.

WORLDCOM TECHNOLOGIES, Inc. New York, NY**1995 to 2002****Account Manager, Emerging Markets 2001 to 2002**

Responsible for MFS Telecom sales objectives – generated wholesale sales and service to second and third tier communications carriers. Reported to #1-ranked Sales Manager.

Manager, Account Relations, Majors/Northeast Region 1997 to 2001

Sales Manager of three sales teams - White Plains, Stamford, Hartford locations. Responsible for revenue enhancement of segment's top 165 accounts. Staff: 18, reported to Regional Director.

Account Development Manager, MFS/UUNet 1996 to 1997

Managed customer account base of 105. Reported to Regional Vice President.

Account Acquisition Manager, MFS Communications 1995 to 1996

Responsible for acquiring account list of 30+ new customers, 85% converted from competitors. Exceeded quota consistently over five-month period meriting promotion. Reported to Sales Manager.

TEXAS NOVA-CHEM CORPORATION, Rockwall, TX**1993 to 1994****New Account Sales and Marketing Director**

Interviewed, hired, trained, and led New Account sales force. Planned and implemented the marketing mix. Sales staff: 14; budget: \$200k; reported to President and CEO.