**Jesus Rolando Nuñez, Ed.D**

***11630 Cayuga Circle • El Paso, TX 79936***

**(915-253-1700) jrnunez2@utep.edu**

**EDUCATION**

**Ed.D (Educational Leadership and Administration)**

The University of Texas at El Paso, El Paso, TX, 2022

**Master of Business Administration (Concentration-International Business)**

The University of Texas at El Paso, El Paso, TX, 2009

**Bachelor of Science (Business Administration)**

The University of Phoenix, Santa Teresa, NM, 2004

**PROFESSIONAL EXPERIENCE**

**Director of the UTEP Graduate Business Center**

The University of Texas at El Paso – El Paso, TX 2023-Present

* Oversee and manage the operations of the UTEP Graduate Business Center, including strategic planning, program development, student support, industry partnership cultivation, and resource management.
* Oversee the management of academic programs housed in the UTEP Graduate Business Center -Executive MBA, Professional MBA, Online MBA, and Master of Accountancy.
* Collaborate with faculty and staff to design and implement academic programs, workshops, and initiatives that enhance graduate business education and promote entrepreneurial thinking. Establish and maintain partnerships with industry leaders, government agencies, and community organizations to create experiential learning opportunities, internships, and collaborative projects.
* Facilitate partnerships with local businesses and entrepreneurs to create internship and job placement opportunities for students, ensuring they gain real-world experience and industry exposure. Organize guest speaker events, industry panels, and workshops to expose students to diverse perspectives, cutting-edge practices, and emerging trends in the business world.

**UTEP MBA Program Director**

The University of Texas at El Paso – El Paso, TX 2014-2023

* Undertook the strategic role of leading and overseeing the Master of Business Administration (MBA) program development, curriculum design, student recruitment, and overall strategic planning.
* Conducted market analysis to assess graduate education trends and identify areas for program growth and innovation. Collaborated with faculty members and industry professionals to design and enhance the MBA program's curriculum to ensure it remains relevant and meets the needs of both students and employers by fostering a solid alum network and industry relationships. Led the development and launch of the Online MBA program in Spring 2023.
* Oversaw the Lunch and Lunch guest lecture series, panel discussions, and networking events to expose students to real-world business scenarios and expand their professional networks. Actively seek feedback from students, alums, and employers to make data-driven decisions that support the MBA program's effectiveness.

**Accelerated/Executive MBA Program Manager**The University of Texas at El Paso – El Paso, TX 2011-2014

* Responsible for effectively administrating and managing the Accelerated and Executive MBA academic programs.
* Established all budget objectives for the MBA programs; analyzed academic and material needs and developed current and long-range plans for purchases, requests, expenses, equipment, and supplies.
* Managed MBA program budget, allocated resources appropriately, and guided faculty members on program-related matters. Oversaw curriculum development and course scheduling to ensure the MBA program aligned with industry trends and met accreditation requirements to provide students with a comprehensive and relevant graduate business education.
* Increased enrollment by implementing effective marketing and recruitment strategies while fostering strong industry partnerships and collaborations to provide MBA students with valuable networking opportunities, internships, and job placements.
* Created professional development workshops, guest speaker series, and networking events to supplement the curriculum and provide students with practical skills and industry insights to facilitate opportunities for students to engage in community service, entrepreneurial activities, and experiential learning projects
* Organized travel and logistics for yearly Faculty-Led International Program held abroad.
* Served as an advisor to prospective and enrolled graduate students; directed, coordinated, managed, and facilitated university admissions, educational, and degree completion plans for all enrolled students.

**Territory Sales Representative**

Dean Foods Corporation DBA Price's Creameries – El Paso, TX 2004-2010

* Responsible for managing sales activities within assigned territory, including all new and existing account development, expansion, sales, marketing, and public relations for selling and distributing Prices Creameries products to over 105 retail, commercial, and governmental accounts in the El Paso and Southern New Mexico region.
* Negotiated contracts and collaborated with internal teams to ensure accurate order processing and timely deliveries. Monitored market trends, gathered customer feedback, and provided market intelligence and strategies to increase dairy sales while understanding the competitive landscape comprehensively and adjusting sales approaches accordingly.
* Managed the entire sales cycle from initial client consultations; prepared all prospective customer presentations, identified needs, and cost justifications to effectively carry out all stages of planning and implementation, including the scheduling, receiving, and delivery of products; prepared all forecasts of required inventory to meet customer demands. Executed and coordinated external public relations to enhance the corporate image in the industry to create product preference for added profitability

**Sales Operations Coordinator**

Dean Foods Corporation DBA Price's Creameries – El Paso, TX 2003-2004

* Provided the first line of support for the sales team while serving as the vital link between the sales team, production departments, and internal and external customers. Collaborated with the sales team to generate and follow up on leads, prepare sales quotes, and negotiate contracts and RFPs. Coordinated with production departments to meet delivery deadlines while resolving customer issues and forging strong client relationships. Conducted market research to identify new business segment opportunities, analyzed sales data to determine purchasing trends, and made product placement recommendations (schematics, endcaps) to Territory Sales Representatives. Provided monthly reports to customers to show trends and historical data of overall client dairy sales, proactively identifying future dairy needs.

**Plant Supervisor**

Dean Foods Corporation DBA Price's Creameries – El Paso, TX 1998-2003

* Served as Operating Manager with P&L responsibility for the strategic planning and operations management for the production and manufacturing of diverse dairy products; charged with supervising all process control, procedural development, and all continuous improvement activities
* Directly supervised, evaluated, and oversaw the work efforts of a production team of over 100 employees in a dairy processing plant. Oversaw the various aspects of managing and coordinating daily production activities, such as scheduling and procurement of resources and materials, while monitoring and meeting daily production output while adhering to Good Manufacturing Practices (GMP) to uphold product integrity and following Hazard Analysis and Critical Control Points (HACCP) and Occupational Safety and Health Administration (OSHA) safety guidelines.
* Implemented a staggered work schedule that directly decreased overtime by 15% and improved and streamlined our production efforts resulting in cost savings for the plant; developed incentive programs for employees, rewarding them for accuracy for order selections; increased inventory accuracy by implementing a vigorous cycle count program and conducting "on the spot" audit reviews of received merchandise.
* Built a motivated and skilled team through effective training programs, performance evaluations, and career development opportunities.

**PUBLICATIONS**

Nuñez RN. "Faculty Experiences Teaching In An MBA Program in the Context of COVID-19 A Sensemaking Approach". *Open Access to Theses and Dissertations.* December 2022