



College of Business Administration Alumni Career Day

October 16, 2009

Special Address by
Alan Spachman,
Founder of National Interstate Corporation

9:00 AM

Alfred J. Verrecchia Atrium
Ballentine Hall
Kingston, RI

Schedule of Events:

8:30 am – Meet and Greet (*Light Breakfast Provided*)

8:50 am – Welcome – Dean Mark Higgins

9:00 am – Keynote Speaker

- Alan Spachman, Chairman, National Interstate Insurance
Entrepreneurism- Taking a company from start-up to the public market.

10:00 am – Session 1

- **Room 101:** Job Search Advice from Young Alums
Presented by: Ashley Nelson, Julie Rogers, Nicole St. Jean, Paul Stoffer, Christina Weise
Moderator: Amy Weinstein, CBA Internship Coordinator
- **Room 102:** Interviewing Marketing Yourself
Presented by: John Shaw
Moderator: Tony Wheeler, Assistant Professor, HR Management
- **Room 105:** Careers in Financial Planning
Presented by: Don Horne, Russell J. Jeffrey
Moderator: Peter DaDalt, Assistant Professor, Finance
- **Room 111:** Lessons Learned in Starting a Business
Presented by: Thomas Chisholm, Joseph Ferrara
Moderator: Bob Comerford, Professor, Entrepreneurial Management
- **Room 112:** Why Law School for a Business Major?
Presented by: Katie Ahern, Peter Miniati, III
Moderator: Chet Hickox, Professor, Business Law
- **Room 113:** Issues Facing Women in Business
Presented by: Wendy Field, Jodi Fournier, Dorothy Wahl
Moderator: Kathy Jervis, Assistant Professor, Accounting
- **Room 114:** Marketing
Presented by: Robert Petisi
Moderator: Nik Dholakia, Professor, Marketing
- **Room 115:** Why Pursue an MBA?
Presented by: Cody Ochs, Robert Tamburro, Paul Tsimikas
Moderator: Lisa Lancellotta, MBA Coordinator

11:00 am – Session 2

- **Room 101: How to Land an Internship**
Presented by: Stacy Berry, Ian Harney, Stacy Marszalkowski, Eric Postemsky, Kate Serafini
Moderator: Amy Weinstein, CBA Internship Coordinator
- **Room 102: What it Takes to Land your First Job**
Presented by: Craig Dolphin, Brian Schattle, Greg Silva
Moderator: Tony Wheeler, Assistant Professor, HR Management
- **Room 105: Supply Chain Management Careers: What are my options?**
Presented by: John Conlin, Brian Tupper, Jennifer Wilcoxon
Moderator: Yuwen Chen, Assistant Professor, Supply Chain Management
- **Room 111: Entrepreneurship: Growing a Family Business**
Presented by: Leonard Gemma, Larry Gemma
Moderator: Bob Comerford, Professor, Entrepreneurial Management
- **Room 112: Investment Banking**
Presented by: Jesse Baker, Paul Boghosian
Moderator: Gordon Dash, Professor, Finance
- **Room 113: Opportunities in Traditional & Alternative Financial Career Paths**
Presented by: Bill Eigen, III
Moderator: Peter DaDalt, Assistant Professor, Finance
- **Room 114: Health Care Reform "The Business of Healthcare"**
Presented by: S. Kent Fannon
Moderator: Nik Dholakia, Professor, Marketing
- **Room 115: Careers in Accounting: Public vs. Private**
Presented by: John Brough, Gerard Langlais, Michael Morrow
Moderator: Cindy Blanthorne, Assistant Professor, Accounting

Congratulations to the
2009 Dean's List Recipients
College of Business Hall of Fame

Margo L. Cook '86
David B. Lea Jr. '59
Michael M. Morrow '77

Featured Presenters:

Alan Spachman '69, '71 founded National Interstate Corporation in 1989 and served as President and CEO until 2007. He remains Chairman of National Interstate's Board of Directors. He directed this insurance company's evolution from its start as a single product company operating in a single state to a multi-line publicly traded entity operating in all states. The company is currently the leading writer of public transportation insurance in the nation and consistently one of the most highly valued publicly traded insurance organizations.

Katie A. Ahern '04 holds a JD from the Roger Williams University School of Law and is a candidate for the Master of Laws in Taxation at the Boston University School of Law. Ms. Ahern is an Associate Attorney at Hinckley, Allen & Snyder LLP in the Tax Law Group.

Jesse Baker '96 joined The Baupost Group, LLC in 2001 and is presently focused globally on real estate related private equity, distressed debt and public equities. Prior to joining Baupost, Mr. Baker worked at Goldman Sachs from 1996 to 1999 in the real estate investment banking and private equity groups, holding positions in both New York and London. He earned his MBA from Harvard Business School in 2001.

Stacy Berry '08 is a Reinsurance Accountant at FM Global, where her tasks include applying cash in the sub-ledger system, billing and collections, and processing monthly financial reports. Stacy interned at FM Global while majoring in Finance.

Paul H. Boghosian '89 is a Senior Vice President/Private Bank Client Manager responsible for the delivery of an integrated advice model including investment, credit products, and trust/estate and depository services to high net worth clients in the Private Bank. Paul has been a part of the Private Bank since 2004 and has been with Bank of America since 1992. He is formally credit trained and has spent ten years as a Commercial Lender in Fairfield County, CT.

John J. Brough, Jr. '78 is the Director of Business Development for DiSanto, Priest & Co. He has over thirty years of experience concentrating in taxation and business advisory services for closely held companies and high net worth individuals. He is accredited in Business Valuations (ABV) and has a Masters in Taxation.

Thomas J. Chisholm '68 currently holds the position of Senior Vice President of North American Sales and Global Professional Services for Nuance Communications, Inc. Mr. Chisholm was the founder and CEO of Viacore, Inc., a leading consulting, software development and systems integration firm specializing in enterprise-level customer interaction solutions.

John Conlin '08 is a Contract Specialist in the US Army. He works as part of a team in a full-service contracting shop covering all phases of the federal/defense acquisition cycle. He earned his MBA from URI, where he was a graduate assistant and a member of the Supply Chain Management Club.

Craig Dolphin '85 is the Chief Selection Officer at Pioneer Financial Group. He works as part of a leadership team dedicated to providing the very highest level of service to their clients. Craig continues to serve URI as a member of the Alumni Leadership Program as an Alumni Admissions Representative.

William H. Eigen, '90 is Managing Director and head of Core Plus and Absolute Return Fixed Income Strategies for JPMorgan Asset Management. Bill is also lead portfolio manager for the Fixed Income Opportunity Strategies. Prior to JPMorgan, Bill headed Highbridge Capital Management's Fixed Income Group and spent 12 years at Fidelity Investments as an analyst and lead portfolio manager.

S. Kent Fannon '74 is the Executive Vice President of D'Antoni Partners, Inc., a retained executive search firm, and has over 30 years of operating experience. Prior to joining D'Antoni Partners, he was an Operating Partner in the private equity field, and served as CEO for two healthcare portfolio companies.

Joseph N. Ferrara '08 graduated with a Finance major and Leadership minor. He is currently a Client Service Associate at Citi SmithBarney and works with a team of financial advisors to manage the wealth of individuals, executives, and businesses.

Wendy Field '74 is a Managing Director and Global Head of Franchise Lending for UBS Investment Bank. She is currently the Chair of the URI CBA Business Advisory Council and is also a Board Member of Junior Achievement of Southwest CT.

Jodi Fournier '82 is the Chief Administrative Officer of Bond Street Group, a search and placement firm specializing in the recruitment of IT, Accounting, Finance and Administrative professionals. Prior to joining Bond Street Group, she was CEO of Taylor Grey, Inc. Jodi has over 25 years of recruitment, management and human resources experience.

Leonard, Edward and Larry Gemma '82 are the owners of Gem Plumbing & Heating Company. Founded in 1949 by Larry Gemma, Sr., Gem Plumbing & Heating is a family-owned business located in Lincoln, RI. The Gem Brothers took over their father's operation in 1982 after graduating from URI. They started a true 24-hour service business and built a loyal customer base. In 2002, after the death of their mom Gloria to breast cancer, they started "The Gloria Gemma Breast Cancer Resource Foundation" using their experience in business.

Ian Harney '09 will be graduating in December with a degree in Entrepreneurial Management and a minor in Interdisciplinary Leadership Studies. This summer he was the Human Resources Intern at LEGO Systems, Inc. and before that he interned in the Multilines department of Marsh & McLennan Companies in Hartford, CT.

Don Horne '92 is a principal of Pioneer Financial Group and has served as the firm's Vice President since its founding in 1999. He is recognized as a qualifier for the Million Dollar Roundtable (MDRT), an association that is made up of only the top 1% of insurance and financial services professionals worldwide.

Russell J. Jeffrey '81 is the founder and Chief Investment Strategist of Providence Investment Management, LLC and has been trading and investing in the MBS markets for over 20 years. Prior to the founding, Mr. Jeffrey was the co-founder and investment manager of the Watch Hill group of investment funds.

Gerard A. Langlais '90 is the Vice President & Director of Internal Audit and Corporate Compliance of Gilbane, Inc. where he oversees the company's compliance programs, assesses business and operational risk and ensures strategies and processes are in place to mitigate them.

Stacy Marszalkowski '08 graduated from URI with a double major in marketing and management. She interned at Cox Communications, where she is now the Marketing Research Analyst. Her job involves analyzing quarterly campaigns, broadcast, print and marketing tactics to present findings and offer recommendations for future campaigns using customer segmentation.

Peter J. Miniati, CFP, Esq., '85 joined Washington Trust in 2003 from Fleet Bank, where his fifteen-year career included client advisory positions in the areas of wealth management, private banking, and cash management. Peter is a Certified Financial Planner and a member of the state bar associations of Rhode Island and Massachusetts and the Estate Planning Council of Rhode Island.

Michael Morrow '77 joined PricewaterhouseCoopers LLP in 1977 and was admitted to the partnership in 1986. He has held a variety of leadership positions, most recently as the leader of the East Coast Assurance practice. Mr. Morrow was recently elected by his partners to serve on PwC's Global Board of Directors and also serves as the Lead Director on the US Board of Partners.

Ashley Nelson '07 graduated with a major in Management, while interning as a Financial Representative for Northwestern Mutual. She now works there full-time as their Associate Employee Benefits Specialist helping business owners set up their employee benefits package. She is also in charge of their internship program.

Cody Ochs '99 began working at GTECH 6 years ago after completing her MBA. She is an Associate Asset Manager in the Real Estate Department and just finished her Masters of Corporate Real Estate.

Robert Petisi '74 is the President of Tween Waters Marketing Alliance, a strategic growth and turn-around consultancy, specializing in growth coaching and strategic guidance for media, publishing, private equity, in-store marketing and the professional services industry. He founded and owns storeboards.net and ClubStore.org.

Eric Postemsky '08 graduated in May 2008 with a B.S. in Marketing. He interned at the Ryan Center under the Group Sales and Marketing Manager and is now the Group Sales and Marketing Manager of Global Spectrum at the Ryan Center and Boss Ice Arena.

Julie Rogers '07 graduated with a major in International Business in 2007. She was a recruiting intern at GTECH and a Human Resources Intern at Lowe's Companies, Inc., where she is now the Human Resource Manager. She works with employee relations, employee onboarding, training, and performance management.

Brian C. Schattle '95 is CFO of the Rhode Island Airport Corporation (RIAC). He is responsible for all administrative and financial functions including procurement, accounting, cash management, financing, business development, tenant relations, parking and information technology. Mr. Schattle began his career with KPMG and has over fifteen years experience in finance and accounting.

Kate Serafini '08 graduated last year with a major in marketing. She interned at the URI Athletics Marketing Office and now is the Program Assistant for Alumni Relations. She manages marketing for the office and assists with major programs and events to engage alumni and keep them connected to the university.

John Shaw '99 is the Account Executive of Robert Half Management Resources. He is an Employment Recruiter and Corporate Business Consultant for senior and executive level accounting, finance, and management professionals.

Greg Silva '96 has approximately fourteen years experience in the financial services industry. Prior to joining Citizens Investment Services where he helps individuals and businesses with investments, retirement planning, and insurance, Greg worked as a consultant at Fidelity.

Nicole St. Jean '08 is a Pharmaceutical Representative at AstraZeneca LP, where she is responsible for marketing and distributing information, drug samples, and patient education to physicians and healthcare providers. She graduated from URI with two degrees, Marketing and Biology, and had three internships.

Paul Stoffer '07 works for VITERA, an independent technology consulting firm that focuses on virtualization technologies. Before that, Paul worked for EMC Corporation in their Sales Training Program and was then promoted to an Inside Account Executive. He interned at Gilbane Building Company as an Accounting Intern and at General Electric - Asset Management as a Controllership Intern while at URI.

Robert J. Tamburro '88, MBA '99 has held various positions in public accounting, finance, marketing, operations and most recently information technology. His company experience includes Laventhol & Horwath, MIM Health Plans and the Raytheon Company. He is currently the IS Director for the Seapower Capabilities Systems and Civil Security & Response Programs business areas at Raytheon.

Paul Tsimikas '97 worked for several years in international banking before pursuing his MBA at Notre Dame and subsequently transferring to URI. He is currently a Software Project Manager and Analyst working as a consultant for private clients and government agencies. He is an active alumnus having served as chairman for the Big Chill Weekend.

Brian Tupper '09 graduated from URI with a degree in Supply Chain Management and was in the Supply Chain Management Club. Brian is now the Receiving Supervisor in Best Buy's new distribution center in Bellingham, MA, managing a team of 8 associates that are responsible for all the vendor deliveries to the center, as well as managing safety and loss prevention.

Dorothy Wahl '81 has been the Vice President of Sales at Jockey International, Inc. since 2000. Her responsibilities include creating and executing sales and marketing strategies to achieve revenue and profitability goals, providing leadership to the sales team, and working very closely with the merchandising, design and marketing teams in developing new product and marketing tools. Ms. Wahl also implemented the intern program at their NYC office.

Christina (Tina) Wiese '07 graduated from URI with a major in Accounting and a minor in Leadership Studies. Tina continued her education here and earned her MSA the following year. She had two summer internships, one with PricewaterhouseCoopers, where she currently works as a Tax Accountant.

The Students of the College of Business Administration would like to thank the Alumni for taking time out of their busy schedules in making the 3rd Annual Alumni Career Day a great success.



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