

MICHAEL J. GREIS

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SUMMARY

- Senior management professional, accomplished in leading teams that cross functional, organizational and sector boundaries to create and communicate offerings for sophisticated customers
- Long-term experience with leading-edge R&D and emerging technologies
- Skilled at translating complex technology and finance topics into comprehensible value propositions for all parties
- Seeking to apply strength in relationship management, breadth of communications capabilities, extensive corporate experience, strong analytical skills and Masters Degree in Finance to financial strategy or business development positions supporting the growth of clean technology companies.

EDUCATION

M.S. Finance, BOSTON COLLEGE Carroll School of Management, 2005

B.A. Molecular Biophysics and Biochemistry, YALE UNIVERSITY, 1980

CAREER HIGHLIGHTS

- Relationship management experience at senior levels in multiple industries, the not-for-profit sector and government.
- Guided diverse industry working groups to identify and articulate high-potential R&D-based strategic alliance projects.
- Consultant for state-wide technology road map to generate economic development through cross-sector collaboration.
- Built and directed IBM university investment programs yielding \$35 million cash and equipment grants to universities and competitive wins at major universities worldwide through R&D partnership strategy.
- Conceived and implemented pioneering worldwide research computing market segment for industry sales organization and led worldwide team to 54% year-over-year increase in sales.
- Overachieved quota in each year as technical sales manager and as segment manager.
- Managed \$9 million budget and supervised professional and technical staff.

EXPERIENCE

BLUEWIRE PARTNERS, Needham, MA 2006 - Present

Partner

- Planned and implemented start-up venture providing hosted Voice over IP services to small & medium businesses.
- Lead partner for finance and business development.

GREISNET Consulting, Needham, MA 2002 - Present

Business Development, Strategy & Finance for emerging technologies and economic development

- Developed business plans, along with financial and stakeholder support to implement a large-scale collaborative R&D center focused on the development and validation of imaging biomarkers for drug development.
- Guided multiple cross-sector executive work groups pursuing strategic alliance opportunities as suggested by the Massachusetts Technology Road Map and Strategic Alliance Study. Delivered high-potential projects in Drug Development and Ocean Science & Technology, as well as reports and recommendations for all four groups.
- Worked with a collaborative of colleges and universities, municipalities, cultural and other educational organizations to create a non-profit organization to share resources and access to Internet2.
- Shaped plan to increase Massachusetts' participation in a federal tax credit program, targeting a diverse group including investors, financial institutions, developers, and community development organizations.
- Developed business plan, then implemented and ran financial systems for non-profit local access cable station.

NORTHEASTERN UNIVERSITY, Boston, MA 2000 - 2002

Director of Corporate Relations

- Developed strategic relationships with companies through a collaborative approach across university departments.
- Led corporate outreach for biotechnology initiative, managing biotech initiative's advisory board and generating corporate support for planned Masters' programs in biotechnology.
- Contributed to \$12 million achievement in total corporate support, including a 25% increase in cash and equipment.

INTERNATIONAL BUSINESS MACHINES (IBM), Waltham, MA 1980 - 2000

Director of University Relations (1996 - 2000)

Created and managed University Relations organization with matrixed responsibility for managing IBM's investments in universities worldwide, increasing IBM participation and creating strong relationships with selected major institutions.

- Oversaw \$35 million in grants, faculty awards and student support. Focused program on emerging areas including life sciences, e-business, nanotechnology and services.
- Formulated "symbiotic" model for university-IBM relationships, articulated IBM-wide goals built around the model and led effort to establish it as preferred mode of engagement.
- Personal and shared leadership of strategic partnership creation with major universities resulting in significant increase in collaboration, sales and customer satisfaction.
- Externally-run surveys showed IBM as strong #2 in university-corporate relationships.
- Member of IBM Research Management Committee, Technical Leadership Committee and Deep Computing Institute internal executive advisory board. IBM representative to Government - University - Industry Research Roundtable (GUIRR).

Research Segment Leader, HIGHER EDUCATION INDUSTRY, Waltham, MA (1994-1996)

- Created and managed cross-IBM high performance computing virtual team for university research, also providing direct sales and marketing support to client teams and customers.
- Conceived and created research computing segment, first in higher education industry sales organization. Built worldwide team, plan and measurements for the segment. Advocated increased focus on life sciences computing.
- Developed and ran customer focused education for client teams.
- Drove 54% YTY increase in research sales. Awarded 1995 Golden Circle.

Consulting Market Support Representative, ACADEMIC INFORMATION SYSTEMS, Waltham, MA (1991-1993)

- Sales and relationship development for university customers in the northeastern U.S.
- Provided direct client coverage for several universities during sales team downsizings.
- Planned and executed partnership development projects, including a VLSI CAD project with a major research university and a publicity vehicle for a major infrastructure project at another university.

Systems Engineering Manager, Boston, MA (1988-1990)

- Managed technical sales and support team for MIT and Federal Government accounts.
- Led team of 8 newly qualified systems engineers to install record 127% of quota; two SEs earned SE Symposium for 1988.
- Assumed management of SE specialist unit to provide stability to team that had undergone many management changes. Significantly increased morale and created an environment where specialist role was highly prized. Team contributed to branch office attainment of 100% Club in 1989 and 1990. Three SEs attended SE Symposium in both 1989 and 1990.

Systems Engineering and Technical Sales, various positions (1980-1987)

IBM RECOGNITION

Golden Circle, Hundred Percent Club (3 times), Systems Engineering Symposium, Regional Excellence Award

PROFESSIONAL

Affiliate Member, **CFA Institute** and **Boston Security Analysts Society**
Level III candidate in the CFA Program

EXTERNAL

- Needham School Committee, elected April 2005, Vice Chair 2007-08. Budget and finance liaison.
- President, Needham Community Television Development Corporation – 501(c)3 providing public access, educational and governmental cable programming in Needham
- Technology Advisory Committee, Town of Needham – member since 2000, Chair 2000-07
- Town Meeting Representative (elected, since 1995), Town of Needham, MA
- Founding Member, Citizens for Needham Schools – outreach and advocacy generating community support for education and the public school system
- Co-founder and Chair, Green Needham Collaborative - facilitating and promoting collaborative projects in alternative energy and energy sustainability involving citizens, the public schools, the municipality, local universities and local businesses.

LANGUAGE SKILLS

- Conversational German and French, some knowledge of Japanese