

James R. Webb

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Education: **BS – Engineering & Applied Science** *U. S. Military Academy at West Point*
MBA *University of Dallas*
Executive Certificate in Strategy & Innovation *Massachusetts Institute of Technology*
MS - Engineering Management *Southern Methodist University*
Doctor of Management *University of Maryland*
Dissertation: Enabling an Innovative Environment for Manufacturing Companies:
An Examination of the Role of Leadership

Work Experience

Investment Manager **The Exchange** **2014 - Present**
Chief Investment Officer of a six billion dollar pension fund. Direct both defined benefit and defined contribution plans.

Program Director and Professor **Southern Methodist University** **2007 – Present**
Direct the Manufacturing Systems Management graduate program while teaching classes in manufacturing strategy, global strategy, innovation, and entrepreneurship. Teaching in conventional, executive, and distance learning formats.

Chief, Corporate Strategy **The Exchange** **2007 – 2014**
Chief strategist for a \$9 billion retailer serving the nation's military.

Partner **Breakthrough Strategy PLLC** **2001 – 2007**
Founded a firm that focused on consulting to public and private entities on business strategy and operational improvement.

Director, Strategy Consulting **marchFIRST** **2000 – 2001**
Directed projects that brought together a complete e-commerce platform for large and medium size business by integrating emerging internet technologies with operational infrastructures.

Senior Strategy Consultant **Kepner-Tregoe** **1999 – 2000**
Recruited to join a former associate in the five person international strategy consulting practice of this firm that is a world leader in corporate training. Projects were predominately European based.

Contract Vice President **HTG Corporation** **1997 - 1999**
Led an engagement to formulate business strategy and implement subsequent strategic projects for a major defense company to migrate their defense technology to the commercial market.

Director / Senior Manager **AT&T Solutions** **1996 - 1997**
Developed and implemented the Asian penetration strategy for the manufacturing industries practice of this internal start-up effort focused on electronic commerce, customer value and digital convergence.

Managing Consultant **AT Kearney** **1994 - 1996**
Led the global strategy practice and managed the firm's strategic alliance with the Massachusetts Institute of Technology.

Director of Corporate Strategy **Stevens International** **1992 - 1994**
Developed and led projects to implement key strategic initiatives for this global public company to include serving as the VP of Engineering of the largest subsidiary through a factory turnaround.

Senior Manager**Deloitte & Touche****1988 - 1992**

Managed the Dallas office's manufacturing strategy consulting practice. Key member of the firm effort to build business in Japan.

Manager**Price Waterhouse & Company****1985 - 1988**

Recruited out of business school to the management consulting practice to focus on the manufacturing industry.

Research Engineering Manager**Texas Instruments, Inc.****1981 - 1985**

Joined as an engineer in the semiconductor engineering group and followed supervisor to direct development efforts on a top-secret government advanced research program – the Strategic Defense Initiative (“Star Wars”).

Special Forces Officer**1976 - 1981**

Advised foreign governments and conducted operations in counter-terrorism and revolutionary warfare. Extensive overseas travel while directing international operations as the Commander of a Special Forces Operational Detachment. Retired from the Reserves in 1996.

Professional:

Author and speaker

Certified Management Consultant

Certified Professional – Academy of Healthcare Management

Former Chapter President of the Institute of Management Consultants

Former President - United States Judo Association (Olympic affiliated)

Board of Governors – Brookhaven Country Club

Personal:

Eighth Degree Black Belt in Judo - former National Champion and current International Referee

Avid tennis and soccer player

Noted literary scholar on the subject of Sherlock Holmes

Publications:

An Examination of Why New Product Development Efforts Survive Beyond Their

Useful Life – Journal of Business Strategy

Eight Deadly Assumptions of e-Business – Journal of Business Strategy

Secrets of Guerilla Leadership – Handbook of Business Strategy

Winning on the e-Business Playing Field – Strategy & Leadership

Linking Information Systems to Corporate Strategy – Manufacturing Systems

Linking Competitive Intelligence to Corporate Strategy – Competitive Intelligence Review

Reversing the Value Chain – Journal of Business Strategy

Sherlock Holmes on Consulting – Journal of Management Consulting

Economic Considerations of Developing Nations – Special Operations Symposium