

Gregory S. Thomas

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Executive Director / Higher Education Professional / Strategist

25+ years 'success leading business innovation for high-growth organizations

Accomplished and results-oriented executive director possessing multifaceted experience and a proven ability to revitalize organizations, initiate company-wide campaigns, and capture untapped opportunities for growth. Results-oriented, decisive leader; adept at forging lucrative relationships with key partners, vendors, and clients. Repeated success developing optimal solutions, creating global teams, building cross-cultural collaborations, and establishing strategic objectives. Passionate about building and executing philanthropy and fundraising systems and processes.

Highlights of Expertise

- Strategic Business Planning
- International Management
- Cross-Functional Leadership
- Strategic Planning & Analysis
- Competitive Research & Analysis
- Budget Administration / Management
- P & L Accountability
- Supply Chain Management
- Process Improvements
- Team Building and Leadership

Career Experience

University of Massachusetts, Amherst, MA (2018 to Present)

Provide Sr. higher education leadership across pan-campus directing Innovation and Entrepreneurship (I&E) programing. The center is the I&E catalyst of the University of Massachusetts Amherst and inspires and connects students, faculty, staff and community members while making resources of the campus, pioneer valley and commonwealth available to dreamers, startups and ventures.

Executive Director (Berthiaume Center for Entrepreneurship) (2018 to Present)

Responsible for overseeing the execution of the center's existing I&E programs, as well as exploring, developing and leading new initiatives and partnership opportunities. Working synergistically with the Isenberg School's Management Department, all the other campus's schools and colleges, and with the University's leadership to enhance cross-university collaboration and deepen the New England, North East and Global ecosystems. Work closely with the central advancement office and pan-campus staff to create meaningful engagement opportunities for friends and Alumni interested in supporting the center.

Lecturer (Isenberg School's Management Department) (2018 to Present)

As full time faculty of the management department, I teach courses focused on entrepreneurship, ideation and corporate innovation. I also teach customer discovery in association with iCorp, a NSF funded program, at the Umass Site and as a consultant for the Massachusetts Institute for Technology Regional Node.

Corning Incorporated, Corning, NY (1998 to 2018) Retired

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Provide executive-level leadership with full P&L accountability for all business activities for this multinational technology company with approximately 40,000 employees in nations across North America, South America, Europe, Africa, Asia and Australia.

MANUFACTURING STRATEGY MANAGER (2008 to Present)

Manage all aspects of the divisional manufacturing strategic initiatives to facilitate financial reporting and marketplace success. Develop project portfolios to achieve lowest unit manufacturing costs. Project and manage major manufacturing events including develop timelines and roadmaps. Track and report on all key metric including manufacturing speeds, yields, and percent up-time. Interface with business units and US based staff representatives on manufacturing goals.

- ◆ Served as lead on strategic projects including cost reduction and facility rationalization

PRODUCT LINE MANAGER (2007 to 2008)

Served as a key partner to commercial / sales, technology, and manufacturing business units. Managed global strategic initiatives for cable systems operations. Oversaw new business technology, process integration, and the strategic planning process. Defined product strategies, definition, and positioning to facilitate value pricing and customer demand.

- ◆ Led regional product team in the creation and execution of strategic product initiatives.

MANUFACTURING STRATEGY MANAGER (2004 to 2007)

Oversaw day-to-day operations within the display technologies multibillion dollar division. Made recommendations for new plant locations, capacity, and technology needs. Managed a multi-million-dollar capital and cost reduction portfolio. Worked closely with the division staff to develop “deep dive” initiatives and long-term manufacturing strategic goals.

- ◆ Instrumental in all plant planning decision making including make or outsource; and decisions to expand, build, or consolidate plant operations.
- ◆ Played a key role in linking technology, commercial, and manufacturing strategies to achieve market and business success.

CONTROLLER (1998 to 2003)

Directed all aspects of the month-end closing process and internal financial reporting. Created, analyzed, and reviewed key financial metrics including trend analysis. Led monthly financial review sessions with key executives to ensure operational understanding of financial results. Worked closely with auditors in preparation of year end audit and coordinated financial and compliance audits. Liaised with finance and IT executives on information and data needed to facilitate a smooth financial close. Led and directed the plant accounting, Procurement and Information Technology organizations.

Additional Experience

Senior Analyst, Senior Project Manager ▪ Union Pacific Railroad, Omaha, NE

Operations Analyst ▪ Coca Cola USA, Atlanta, GA

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Artificial Intelligence Intern ▪ Chrysler Corporation, Centerline, MI

Computer Repair Intern ▪ Travelers, Hartford, CT

Founder / COO ▪ Image Builders, Amherst, MA

Volunteer Experience

Kappa Alpha Psi Fraternity Incorporated, International (Multiple Locations)

National Kappa Foundation, Board of Directors (Elected)

Northern Province Board of Directors (Elected)

Diamond Achievement Foundation (Northern Province's Philanthropic Arm), Secretary

Northern Province C. Rodger Wilson Leadership Conference Chairman

Corning-Elmira Alumni, Board of Directors, Historian

Chartering Chapter Polemarch of both: The Nu Tau & Corning-Elmira Alumni Chapters

Northampton Chamber of Commerce, Northampton, MA

Board of Directors

Beta Sigma Boulé Foundation, Springfield, MA

Treasurer

University of Massachusetts, Amherst, MA

Alumni Association Board of Directors, President (275,000 members)

Foundation Board of Directors, Member (\$450,000,000 Successful Fundraising Campaign)

Ada Jenkins Center, Davidson, NC

Board of Directors, President, Strategy Committee Chair (\$10,000,000 Completed Campaign)

Chemung Valley Montessori School, Big Flats, NY

Board of Trustees, President-Elect, Treasurer

Corning Childrens Center, Corning, NY

Board of Directors, President, Treasurer

Education & Credentials

Master of Business Administration

Clark Atlanta University, Atlanta, GA

Bachelor in General Studies (BDIC)

University of Massachusetts, Amherst, MA

Professional Development

- International Finance – Thunderbird School of Global Management
- Leadership Development Program – Center for Creative Leadership