



JULIANA IAROSSİ, EDB

EDUCATION

Georgia State University: Executive Doctorate in Business (2012)

Dissertation: "Path Building in Emerging Entrepreneurial Firms: An Investigation of Networks in the Making"
(Committee: Mark Keil, Lars Mathiassen and Benjamin M. Oviatt)

University of Texas at Arlington: M.B.A. – Finance (1986)

Graduate Teaching Assistant: Department of Management (Kenneth Wheeler)

Virginia Tech: B.S. Materials Engineering (1982)

UNIVERSITY POSITIONS

University of South Carolina, Moore School of Business – Department of Management (Fall 2013 - Present)

Clinical Assistant Professor, Entrepreneurship

Developing and teaching courses in emerging ventures, entrepreneurial finance, strategy and corporate finance:

- MGMT 473 Developing and Launching New Ventures (2013-Present)
- MGMT 474 Executing Strategy in New Ventures (2017-Present)
- MGMT 478 Strategic Management (2015-2016)
- ENCP 735 Developing and Launching New Ventures in Science and Technology (New Course Fall 2017)
- FINA 760 Financial Policies (2014)
- MGMT 780/FINA780 Entrepreneurial Finance & the Dynamics of Emerging Ventures (2014-Present)

Sourcing and overseeing student projects with 10-15 emerging ventures located in the Southeast each semester; mentoring student led startups across campus

Committee Chair Executive DBA Exploratory Committee (2016)

Committee Member Entrepreneurship Curriculum (2015 – Present)

NSF I-Corp Site for Entrepreneurship - Columbia SC (Fall 2017 – Present)

Co-Director

University of South Carolina, College of Engineering and Computing - MS Technology Innovation and Entrepreneurial Engineering (2016 – Present) (new program to be launched Fall 2018)

Faculty and Co Director

BUSINESS EXPERIENCE

Coalesce Capital, LLC – Ponte Vedra, FL (2008-Present)

Founder/Managing Member

Founded to help leadership teams in the US and Europe build viable and durable organizations by providing strategic resources, funding and advice, workshops, training and research for successful emergence, turnaround, transformation or accelerated growth.

Bridge Capital Associates, Inc. – Atlanta, GA (2008 –2009; 2012)

Branch Office Manager/ Registered Representative

Supported investment banking/fundraising activities for clients of Coalesce Capital, LLC

Bear Stearns & Co, Inc. – Atlanta, GA (2005 –2006)

Managing Director/ Branch Office Manager - Private Client Services

Responsible for management, compliance and regulatory oversight of Atlanta branch which generated \$30MM in annual revenues from high net worth individuals and middle market institutional clients through 44 brokers/portfolio managers and 42 sales assistants and administrative staff. Improved operations, oversight and business development activities by (1) instituting monthly meetings with administrative staff and weekly sales meetings with Brokers/Portfolio Managers to provide education on industry, product and compliance/ regulatory issues and to identify business development opportunities, operational and HR issues, (2) instituting morning meetings with compliance and operations managers to review branch transactions and develop strategies to improve compliance and operational efficiency, (3) establishing a transition team to assist newly hired brokers transferring business to Bear Stearns and (4) reorganizing support staff to align skills and experience with customer and Broker needs. As a result of these efforts, branch received an 'excellent' review from Internal Audit (March 2006)

Citigroup – Atlanta, GA (2004 –2005)

Vice President/Senior Transactor & Team Leader – Private Client Lending

Responsible for establishment and management of new Atlanta based team to provide specialized lending (>\$20MM) to ultra high net worth clients of Smith Barney in the Southern Division (188 branches/11 states), including education of Financial Consultants and Branch Managers, identification of financing opportunities and negotiation of credit terms with clients, marketing of interest rate derivative products and recruiting of members of the lending team.

Morgan Stanley– Atlanta, GA (2000 –2004)

Vice President/ Wealth Advisor - Private Wealth Management/Investment Advisor Services

Bank of America – Atlanta, GA (1994 –2000)

Senior Vice President – Private Bank

Responsible for origination and management of loan portfolio and investments for ultra high net worth individuals, including marketing investment, credit and fiduciary services, due diligence for client corporate acquisitions, negotiation of credit agreements. Areas of specialization included acquisition financing (senior and subordinated debt) for complex businesses.

First Union – Atlanta, GA (1990 – 1992)

Vice President & Manager – Internal Loan Review & Credit Standards for Georgia

Workout Specialist – Commercial, Real Estate and Private Bank

BANK ONE/ Bonnet Resources/ MBank – Dallas, TX (1986 –1990)

Workout Specialist – Structured Finance, Middle Market Lending, Private Bank

Assist Vice President/ Co-Manager - Commercial Bank Training Program

Corporate Banking Officer – Middle Market Lending

Eagle Engineering, Inc. - Houston, TX (1983)

Materials Engineer – Research for FDA and NASA subcontractors

Miller & Lents, Ltd. – Houston, TX (1982 –1983)

Technical Assistant – Oil & gas reserve analysis

PRESENTATIONS, PROGRAMS & CONFERENCES

Guest Lecturer **University of New Orleans International Summer School, Innsbruck, Austria**
 Anatomy of a StartUp (2017)
 Border Check: Tools for Checking Your Business Model before You Cross the Border (2017)
 Corporate Sustainability (2010)

Program Development **LaunchPad2X Accelerator: Rocket Fuel for Women Entrepreneurs (2012- Present)**

Advisory Panel Networking: Be the Magnetic Entrepreneur!
& Presenter Critical Alignment I: Sources of Capital & Your Business Model,
 Critical Alignment II: Talent Acquisition & Your Business Model
 Critical Alignment III: Networks that Beat the Odds
 Assessing Investability & What Investors Say When You Leave the Room
 Moderator: Founder/CEO Panel

Presenter **USC School of Music The SAVVY Arts Venture Challenge (2015, 2016, 2017)**
 A Directors Guide to Pitching Investors

Presenter	Global Entrepreneurship Summer School (2016) Team Building for Innovation & the Competing Values Model
Presenter	UnternehmerTUM MedTech Bootcamp (2014) Monetization of Business Models
Guest Lecturer	Technische Universitaet Muenchen, School of Management EMBA Program (2014) Customer Development and Acquisition
Presenter	St. Peter Chanel Guest Speaker Series: Faith at Work (2014) Entering Through the Narrow Gate: Understanding the Entrepreneurial Process and Successful Emerging Ventures from a Catholic Perspective OR Why Catholics are Wired for Entrepreneurship
Workshop Leader & Presenter	CareSouth Annual Executive Meeting (2013) Leadership workshop (1/2 day) for senior business development and executive team Leadership & Loops: Lessons from the Military, Entrepreneurs & Cowboys to Ignite Growth
Guest Lecturer	University of South Carolina – Aiken, Department of Management (2013) Entrepreneurship, Leadership & New Venture Creation for BADM 371
Workshop Leader & Presenter	Republican Leadership for Georgia (2012, 2013) Hope is Not a Strategy for Change...Leadership is: Lessons from our Military and Entrepreneurs (1/2 day seminar) Restoring Values-Based Leadership (1/2 day seminar)
Presenter	Babson College Entrepreneurship Research Conference (2013) Presented in Refereed Paper Session Networking and Path Building Processes in Emerging Ventures (Co-authors: Mark Keil and Benjamin Oviatt)
Participant	Georgia State University Center for Ethics and Corporate Responsibility – USMC (2012) Values-Based Leadership Program – Quantico, VA Transformational Leadership Program – Parris Island, SC
Interviewee	Womenetics.com (May 15, 2012) Research featured in entrepreneurship article Are Women Less Risky in Business? (Jan Turner)
Presenter	International Conference on Engaged Management Scholarship (2011) Addressing the Sustainability Challenge: Insights from Institutional Theory and Organizational Learning (co-authors: Mark Keil, Jeanette Miller, James O'Connor)
Presenter	Atlanta Women Magazine Event “Courage to be Rich” (2004) Wealth Management and Investment Basics
Trainer	MBank Dallas (1988- 1989) Development and presentation of coursework and case studies on financial statement analysis, company/industry analysis, loan structuring and problem loan strategies for Commercial Bank Training Program

PUBLICATIONS

Journal of Leadership, Accounting and Ethics (2013)
“Addressing the Sustainability Challenge: Insights from Institutional Theory and Organizational Learning”
(Co-authors: Mark Keil, Jeanette Miller and James O'Connor)

PROFESSIONAL LICENSES & HONORS

Best Practitioner Paper at the 2011 International Conference on Engaged Management Scholarship for
 “Addressing the Sustainability Challenge: Insights from Institutional Theory and Organizational Learning”
 (Co-authors: Mark Keil, Jeanette Miller and James O’Connor)

Beta Gamma Sigma

SERVICE ACTIVITIES (University and Entrepreneurship)

Advisory Board*	LaunchPad2X Accelerator Program for Women – Atlanta, GA (2012-Present)
Advisory Board	SCBIO Quickstart Program for Life Sciences Companies - SC (2015-2016)
Advisory Board	Alumnify, Inc. - San Francisco, CA (2014 – 2016)
Board*	Ethacy, LLC – Jackson, WY (2013- Present)
Board*	Venture Carolina Foundation - Columbia, SC (2017 – Present)
Founding Organizer*	Soda City Startup! – Columbia, SC (2017 – Present)
Co-Founder	2X Angel Investor Network – Atlanta, GA (2013 – 2014)
Judge	USC College of Engineering and Computing - ColaHacks - Columbia, SC (2018)
Judge	USC School of Music The SAVVY Arts Venture Challenge – Columbia, SC (2014 - 2017)
Judge	Clemson Roadshow Competition – Columbia, SC (2017, 2018)
Judge	SC Columbia Startup Weekend – Columbia, SC (2016)
Judge	SCBIO Live! Conference Pitch Competition – Greenville, SC (2016)
Judge	Proving Ground Business Plan Competition – Columbia, SC (2013, 2014)
Judge	I2S Georgia Tech Business Plan Competition – Atlanta, GA (2013)
Member*	VentureSouth / Capital City Angels - Columbia, SC (2017 – Present)
Member	Atlanta Technology Angels – Atlanta, GA (2013 – 2017)
Member	Angel Capital Group – Charleston, SC (2013 – 2014)
Mentor/Coach	TIE² International Innovation Entrepreneurship Exchange - Munich Germany (2017)
Mentor/Coach	UnternehmerTUM MedTech Bootcamp – Munich, Germany (2014, 2015, 2016)
Mentor/Coach	Global Entrepreneurship Summer School – Munich, Germany (2015, 2016)
Mentor/Coach	SC Columbia Startup Weekend – Columbia, SC (2014, 2015)
Mentor/Coach	TMinus6/firedUP Startup Accelerator - Columbia, SC (2013 – 2015)
Panelist	Entrepreneurship and Technology Summit – Columbia, SC (2018)
Panelist	Venture Carolina Investor Panel: Taking the Non Out of Nonprofit – Columbia, SC (2017)
Panelist	DIG South Angel Investor Panel – Charleston, SC (2014)
Panelist	CETI START! Series #15 Women Building the Future - Columbia, SC (2014)

(Other & Non-Profit)

Advisor	Grameen Foundation – Washington, DC (2008)
Advisor	Women Thrive Worldwide – Washington, D.C. (2007-2008)
Advisor	Grassroots Capital Partners – Global Microfinance Equity Fund – NY (2007-2008)
Board	MPower Now – Atlanta, GA (2008-2009)
Board of Governors	Buckhead Club – Atlanta, GA (2009 – 2014)
Board of Trustees	Leukemia and Lymphoma Society - Atlanta, GA (1998-2000)
Developer Community	Gray Matters Capital – Atlanta, GA (2007-2008)
Facilitator*	St. Thomas More Catholic Church (USC Campus Parish) U/G Women’s Group (2018)
Finance Committee	St. Thomas More Catholic Church (USC Campus Parish) (2016-2018)
Panelist	Board of Directors Network “Politics: Should Business Women Care?” – Atlanta (2009)
Steering Committee	Women Advancing Microfinance – Atlanta, GA (2008-2009)

* Current/ongoing activities