

Alessandro (Alex) Perri, PhD.

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**Assistant Business Professor / Clinical Professor
International Business • Strategy Management**

Academically and professionally qualified professor of International Business and Strategy, with over 25 years of corporate and entrepreneurial experience in international sales, marketing, supply chain management, sourcing and trade of industrial commodities.

EDUCATION

University of South Carolina, Moore School of Business, Columbia SC

PhD Business Administration, International Business and Strategy Focus **2017**

Dissertation: *“Institutional Brokerage and The Governance of Global Value Chains: The Case of The Us Apparel Industry”*. Committee: Dr. Tatiana Kostova (Chair); Buchan, N.R; Rolfe, R.; VanEssen, M.

Thunderbird School of Global Management, Phoenix, AZ

Master of Global Management **2009**

New York University Stern School of Business, New York, NY

Master of Business Administration, Management **1998**

TEACHING EXPERIENCE

Rutgers Business School, New Brunswick and Newark, NJ **2017 to date**

Assistant Professor of Professional Practice

- 29:620:368 International Business (Undergraduate – 3 sections)
- 22:553:621 Global Management Strategy (MBA)

Rollins College, Winter Park, FL **2015 - 2016**

Visiting Assistant Professor, International Business

- INB 200 Introduction to International Business (five sessions; Fall 2015, Spring 2016)
- INB311 Business in Asia (Spring 2016)

University of South Carolina, MOORE School of Business, Columbia SC **2011 - 2016**

Instructor, International Business Department

- IBUS 442 Business in Asia – IB Major (Spring 2012, 2013, Fall 2014, Spring 2016)
- IBUS 301 Introduction to International Business (Fall 2011, 2013)
- *Guest lecturer* IBUS 790, Business in Europe (2012, 2013, 2015)
- *Guest lecturer* IBUS 443, Business in Europe (2017)

LIM College, New York, NY **2004 - 2006**

Adjunct Professor, Marketing Department

- Senior Business Plan, Capstone course (4 sessions)
- International Marketing (2 sessions)
- E-Commerce (1 session)

SUNY / Fashion Institute of Technology, New York, NY **2002 - 2003**

Adjunct Professor, International Trade Department

- International Marketing (2 courses)
- Supply Chain Management (1 module)

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FACULTY DEVELOPMENT

Harvard Business School, Cambridge MA

Case Method Teaching Seminar March 2017

University of South Carolina, Columbia

27th Annual Faculty Development in Global Supply Chain management June 2015

25th Annual Faculty Development in International Finance June 2013

24th Annual Faculty Development in International Business Strategy June 2012

23rd Annual Faculty Development in International Business June 2011

RESEARCH

Perri, A. (2017) Institutional Brokerage and The Governance of Global Value Chains; The Case of The US Apparel Industry. (Doctoral Dissertation)

Perri, A. and Buchan, N.R. (forthcoming) *Trust in Global Value Chains and The Role of Intermediaries*. Accepted as Book Chapter for *Routledge Studies in Trust Research*.

Rolfe, R.J.; Perri, A. and Woodward, D. (forthcoming) *Locational Determinants of Arab Greenfield Foreign Direct Investment in Africa*. International Journal of Emerging Markets

Rolfe, R., Perri, A., & Woodward, D. (2015). *Patterns and Determinants of Intra-African Foreign Direct Investment. The Changing Dynamics of International Business in Africa*. Palgrave MacMillan 101.

Rolfe, R.J.; Perri, A. and Woodward, D.P. (2015) *Locational determinants of Arab Greenfield Foreign Direct Investment in Africa*. Presented at AIB-MENA Chapter 5th Annual Conference. Dubai January 13-15, 2015

Rolfe, R.J.; Perri, A. and Woodward, D.P. (2014) *Patterns and determinants of intra-African Foreign Direct Investment*. accepted in competitive session AIB SSA Inaugural Conference. Nairobi August 13-15, 2014.

Perri, A. (2013) *Distance, Trust and the Role of Intermediaries in Global Value Chains*. presented at the AIB 2013 Conference in Istanbul (July 3-6, 2013)

Perri, A. (2011) *Governance Models in Global Supply Networks*. presented in competitive session at AIB 2011 Conference in Nagoya, Japan (June 24-28, 2011)

GRANTS AND AWARDS

2015 AIB SSA Inaugural Conference. Nairobi August 13-15, 2014. Best IB Paper award.

2014 CIBER grant for international field research on global value chains – US\$ 8,000

2014 University of South Carolina DMSB \$ 3,000 grant for research on buyer-supplier trust

2015 University of South Carolina DMSB Doctoral Program: fifth year funding

2010 University of South Carolina DMSB Doctoral Program in IB full four-year scholarship

2008 Thunderbird School of Global Management. Founder's scholarship (50% of tuition)

OTHER ACADEMIC ACTIVITIES

Reviewer - AOM 2014 Annual meeting Philadelphia, PA

Reviewer - AIB 2013 Annual meeting Istanbul, Turkey

Member of SMS, AIB and AOM since 2010

PROFESSIONAL EXPERIENCE

PLASTICS-MARKET.COM, New York, NY and Columbia, SC 1996–2017
Founder and Principal, Plastics-Market.com, Inc.

- Traded, imported, and distributed over 100 MM lbs. of engineering resins sourced directly from producers (primarily in Asia), with a total value exceeding US\$ 100 MM.
- Designed and launched www.Plastics-Market.com, reaching over 30,000 unique visitors in 2003, generating 70% of all new sales leads.
- Managed supplier relationships and negotiated supply agreements with plastic resin producers in Asia Pacific region: key suppliers include Formosa Plastics and Formosa Chemicals & Fibre, Chi Mei Corporation, IRPC Ltd, Denka Corporation, Chang Chun Plastics, Kumho Petrochemical.
- Managed the supply chain, materials flow and inventory from purchase to delivery.

ENICHEM AMERICA (ENI GROUP), New York, NY 1991–1996
Business Manager Styrenic and Engineering Resins

- Launched new US styrenic and engineering resins division, achieving company's first sales. Selected distributors, negotiated distribution agreements and, within four years, reached \$20 million annual sales
- Managed the styrenic and engineering resins division, with full control over inventory, budgeting and P&L, negotiating all import transaction from Enichem's plants into US.

Business Development Manager Rubber Chemicals 1989–1990

- Developed first business plan for US market.
- Won a US\$ multi-million annual supply contract with Goodyear Tire & Rubber Co. and negotiated agreement with an Akron area distributor, resulting in \$5 million new annual sales, 9% of the division global sales.

DOW CHEMICAL ITALIA, Milan, Italy 1988–1989
Sales Engineer, Specialty Polymers

- Responsible for sales of synthetic latex products in Italian market
- Conducted field research on introduction of methylcellulose for food applications in the Italian market

ITALIAN MINISTRY OF DEFENSE 1986 -1987
Second Lieutenant
121st Anti-Aircraft Artillery Regiment Bologna, Italy

PROFESSIONAL CERTIFICATIONS

ISM - Certified Purchasing Manager (CPM) 2008
APICS - Certified Supply Chain Professional (CSCP) 2008
New York University – Certified Web Developer 2007

LANGUAGES AND CITIZENSHIP

Languages: Bilingual fluency in English and Italian; basic German
Citizenship: Dual USA – EU (Italy)

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REFERENCES

Dr. Tatiana Kostova

Buck Mickel Chair and Professor, Sonoco International Business Department
Darla Moore School of Business, University of South Carolina
Kostova@moore.sc.edu
(803) 777-3553

Dr. Nancy R. Buchan

Associate Dean of Undergraduate Programs; Associate Professor, International Business
Darla Moore School of Business
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Dr. Marc van Essen

Associate Professor of International Business
Professor of International Business, Sonoco International Business Department
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