

**James King**  
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**Education:**     MBA – Rutgers University, 1989  
                         BBA – Finance and Management – Temple University, 1982

**Rutgers Business School** – September 2015 - current

- Senior Director, RBS Office of Career Management - July 2018 – current
  - Responsible for the career development and support of all RBS students and programs at the undergraduate and graduate levels.
  - Led the consolidation and transformation of the RBS Office of Career Management in 2019
  - Organized and manage 4 teams of career services professionals totaling 16 individuals providing career coaching and services to all RBS students in Newark and New Brunswick.
  - Averaged 92% RBS job placement rate for the full time MBA program over the past 5 years.
  - Averaged 88% RBS job placement rate for the New Brunswick undergraduate program over the past 5 years and a 75% internship rate resulting in higher rankings for RBS.
  - Averaged 85% RBS job placement rate for the Newark undergraduate program over the past 5 years and increased mean base salary 18% from the class of 2019 to the class of 2023.
  - Increased the RBS undergraduate programs mean base salary 22% from the class of 2019 to the class of 2023 resulting in a high ranking for return on investment.
  - Redesigned, established, and managed the delivery of the required career management preparation classes for all full time / in person graduate and undergraduate programs. Transitioned the graduate classes to workshops and the undergraduate classes to the Marketing Department.
  - Implemented best practices and multiple new systems to enhance student career preparation leading to improved employment outcomes. Introduced AL based career development platforms for resume development and interviewing skills,
  - Developed employer relationship team to focus on developing relationships with new and existing employers thereby expanding opportunities for students. Expanded relationships with employers establishing RBS as a strategic target recruiting university.
  - Lead the consolidation and transformation of the RBS Office of Career Management in 2019.
  - Plan and execute multiple career fairs, expos, and other events for students to connect with employers for internship and job opportunities.
  - Partner with other Rutgers career offices in New Brunswick and Newark as well as other Rutgers organizations to develop successful outcomes for RBS students.
  - Develop and implement organizational, technical, and administrative changes to enable industry leading capabilities in providing career services to RBS students.
  - Manage team to successfully implement remote working during the pandemic & a hybrid working strategy to deliver career services to all students both virtually and in person.

**Academic Experience:**

- Assistant Professor of Professional Practice, Rutgers Business School – Newark & New Brunswick, Supply Chain Management Department
  - Fall 2015 (G): Project Management,
  - Fall 2015 (UG): Intro to Supply Chain Management,
  - Fall 2015 (UG): Supply Chain Management - Industry Client Project
  - Spring 2016 (UG): Intro to Supply Chain Management, sections 07 & 09
  - Spring 2016 (UG): Project Management, sections 02 & 05
  - Spring 2016 (G): Project Management, independent study
  - Summer 2016 (UG): Intro to Supply Chain Management, section 07
  - Summer 2016 (UG): Project Management, independent study
  - Fall 2016 (G): Project Management, sections 60 & 61

- Fall 2016 (UG) Intro to Supply Chain Management, sections 07 & 08
- Fall 2016 (UG) Supply Chain Management - Industry Client Project
- Fall 2016 (UG) Supply Chain Security and Risk Management
- Spring 2017 (UG) Intro to Supply Chain Management, sections 05 & 09
- Spring 2017 (UG) Supply Chain Management - Industry Client Project
- Summer 2017 (UG) Intro to Supply Chain Management
- Fall 2017 (G): Project Management, section 61
- Fall 2017 (UG) Intro to Supply Chain Management, sections 07, 08, 09
- Fall 2017 (UG) Supply Chain Security and Risk Management
- Spring 2018 (UG) Intro to Supply Chain Management, sections 05 & 09
- Spring 2018 (UG) Supply Chain Management - Industry Client Project
- Spring 2018 (MSCA) Supply Chain Management - Industry Client Project
- Spring 2018 (UG): Supply Chain Security and Risk Management
- Spring 2018 (G): Project Management & EMBA Project Management
- Summer 2018 (UG): Project Management (RUNIN China)
- Spring 2019 (G): Project Management (EMBA)
- Fall 2020 (G): Supply Chain Risk and Disruption Management (MSCM)
- Spring 2021 (G): Supply Chain Risk and Disruption Management (MSCM)
- Fall 2021 (G): Supply Chain Risk and Disruption Management (MSCM)
- Spring 2022 (G): Supply Chain Risk and Disruption Management (MSCM)
- Fall 2022 (G): Supply Chain Risk and Disruption Management (MSCM)
- Spring 2023 (G): Supply Chain Risk and Disruption Management (MSCM)
- Spring 2024 (G): Supply Chain Risk and Disruption Management (MSCM)
- Spring 2025 (G): Supply Chain Risk and Disruption Management (MSCM)
- Part Time Lecturer, Rutgers Business School – Newark & New Brunswick
  - Fall 2010 – Spring 2015 (UG): Intro to Supply Chain Management (honors & large lecture)
  - Fall 2014 (MBA): Project Management
  - Spring 2015 (MBA): Supply Chain Strategies

### **Professional Experience:**

- Panasonic Corporation of North America - March 1986 – March 2015
  - Senior Vice President, Panasonic Consumer Electronics Company of NA. (2013 – 2015)
    - Responsibilities include \$640M Sales of consumer and commercial products in the USA, Supply Chain Management, Product Service & Technical Support, Consumer Contact Center, Reverse Logistics, and Business Operations for all Panasonic Consumer products sold in the United States.
  - Senior Vice President, Panasonic System & Communications Company of NA. (2011-2013)
    - Responsibilities include Supply Chain Management, Service & Technical Support, Customer Care, Business Operations and Planning for \$1B+ sales of Panasonic Professional Business products sold in North America.
  - Vice President, Operations – Panasonic Solutions Company (2004 - 2011)
    - Responsibilities include Supply Chain Management, Service & Technical Support, Customer Care, Business Operations and Planning for the Panasonic Professional Plasma, Professional Projector, Professional Video Equipment, and Rugged Business Computer business areas.
  - Director, Planning and Market Development – Panasonic System Sales Company (2002 – 04)
    - Responsibilities include Supply Chain Management, Corporate Planning and Strategic Market Development for the \$1B Professional Product categories in North America
  - General Manager, Finance – Panasonic Home & Commercial Products Company (1997 – 2002)
    - Responsibilities include Accounting, Credit, Operations, Supply Chain Management and Business Planning
  - Various Accounting Management positions in Panasonic North America (1986 – 1997)
    - In addition to accounting responsibilities, led re-engineering projects, system implementations and operational improvement project teams

## **Professional Affiliations**

- New Jersey Chamber of Commerce (2021 – current)
- Newark Regional Business Partnership (2021 - current)
- Advisory Board – Orion Global Solutions (2015 – current)
- National Association of Colleges and Employers (2018 – current)
- Board of Directors – Oat Foundry LLC (2014 – 2019)
- American Society for Quality – New Jersey Chapter (2016 – 2018)
- Advisory Board – Rutgers Center for Supply Chain Management (2006 – 2013)
- International Customer Board of Directors – Federal Express Corp. (2008 – 2013)

## **University & Departmental Activities (in addition to above)**

- July 2018 – current – Senior Director, RBS Office of Career Management
  - MBA policy committee advisory member: 2019 – current (ex officio)
  - Special Programs policy committee advisory member: 2019 – current (ex officio)
  - Undergraduate New Brunswick program policy committee: 2019 – current (ex officio)
  - Undergraduate Newark program policy committee: 2019 – current (ex officio)
  - Undergraduate Innovations Committee member & Experiential subcommittee lead: 2020 - 2022
  - Led the Undergraduate Innovations committee on experiential learning to identify and expand experiential learning opportunities for RBS students. Develop automated internship application and reporting process utilizing the Career Management system
  - Transferred the Road to Wall Street program from RU University Career Services and then transformed the program to implement enhanced and more stringent academic programs. Introduced ongoing requirements for students in the program resulting in a premier Wall Street preparatory program vs. the former student club model. Once established, transferred to Finance Department for continued program management
  - Developed RBS OCM marketing programs and materials including the restructured and updated RBS OCM websites to make them valuable to students and employers, implemented social media marketing programs using Facebook and Instagram to improve career management communication with students and RBS OCM newsletters for employers and students.
  - Plan and manage 3 RBS wide career fairs and multiple specialized career expos each year.
  - Expand relationships with employers, organizations and associations establishing RBS as a strategic recruiting university for employers.
  - Attend NJ Chamber of Commerce, Newark Regional Business Partners and other business associations networking events to represent RBS and develop company relationships.
  - Built relationships with the RU Career Exploration and Success teams in New Brunswick and the RU Career Resources and Exploration team in Newark developing consistency across the Rutgers career centers and collaborating to expand opportunities for all Rutgers students
  - Successfully implemented a new RBS wide career management operating system (12Twenty) to replace the system I implemented in 2018 (Symlicity). This enables all RBS students to have access to resources and employers in for job and internship opportunities.
  - Successfully implemented the VMock AI based resume review and enhancement system for all RBS students to develop and improve resumes
  - Developed the specialty master career management program and obtained approval from RBS faculty to implement as a required 0 credit course for all full time in person master programs. Transitioned the program to be a series of workshops in fall 2024
  - Assumed responsibility of the for credit undergraduate Business Forum classes from the undergraduate program deans. Enhanced the program to add more rigor and skills development to prepare students for their career and academic journeys. Received RBS faculty approval to expand the Newark undergraduate Business Forum class to 3 hours per week and 3 credits from 1 hour per week and 2 credits. Work with the Newark undergraduate program dean to redesign the Business forum class to be three 1 credit classes. Transferred responsibility to the Marketing department in fall 2024
  - Worked with the EMBA Powerhouse program to develop a career coaching model for the EMBA students using existing OCM resources
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- 2015 - 2018 – Director – RBS/SCM Corporate Partner Program
  - Manage the RBS/SCM corporate partner relationships to continuously communicate and work with industry leaders and companies for the benefit of our students.
  - Lead the response to the UPS University Strategic Alliance RFI. RBS was selected as one of 5 UPS Strategic University Partners. Expanded the engagement to be SCM Center Board member.
  - Developed new corporate relationships with many key industry companies such as Intel (now a strategic partner), Coca Cola (New Center Board member), Air Products and Chemicals (New Center Board member), Robert Wood Johnson Barnabas Health, Altria, Turtle & Hughes, Andersen / Silverline Building Products, USTC and JB Hunt.
  - Continue outreach and presentations to companies to expand the corporate partners that engage with RBS/SCM. Currently over 260 companies and 450 business contacts in the program.
  - Recruit companies and executives to attend our career expos, support internships and coops, hire graduates, submit proposals for student project teams and speak at RBS Supply Chain events.
  - Successfully registered 70 - 90 companies & organizations to the Fall 2015, 2016, 2017 & 2018 annual RBS-SCM career expos attended by over 500 Supply Chain Major students each year.
- Established and organized the RBS/SCM career expos in March 2016, 2017, and 2018 growing from 10 companies in March 2016 to 32 companies in March 2018. Over 200 SCM students attended each year.
- Conference Co-Chair of the 2018 Supply Chain Directors conference. Organized event logistics for 82 registrants. Developed conference agenda, organized meeting location, Hyatt hotel accommodations, welcome reception, dinner, gifts, etc. Obtained sponsors (J&J, UPS) for the reception and dinner. Pivoted to remote conference after snow canceled the travel of most attendees.
- 2016 – Developed and launched the RBS/SCM LinkedIn group.
- 2015 - 2017 – Faculty adviser to 3 independent study students on Project Management
- 2016 - 2018 – Faculty mentor for a FIGS program Peer Instructors
- 2016 - 2018 – Faculty advisor to the RUASQ student club
- 2015 - 2017 – Judge/assistance at the BIG10+ SCM case competitions

#### **Service to the University**

- Co-chair of the RU-Newark Career Leadership implementation team: 2020 - 2022
- CES advisory board for 2 business aligned career community student populations: 2021 - 2023
- New Brunswick Faculty Council & Athletics subcommittee: September 2017 – June 2018
- Attend and represent RBS at annual AACSB conferences as well as other external engagements

#### **Professional speaking engagements:**

- November 2024 Rutgers Marketing Summit – panel moderator for using AI in career preparation
- June 2024 MAACBA Conference and Career Session – panelist on AI in career services
- June 2024 Employer Association of NJ – presented RBS and included NJSBDC
- April 2024 Danaher OLP Summit – Expert Supply Chain panelist
- April 2024 CIANJ Professional Selling conference – panel moderator Recruiting and Developing Professional Sales talent
- November 2023 NJSBDC business symposium panelist on working with RBS
- Rutgers Center for SCM certificate program

#### **Publications:**

- National Association of Colleges and Employers: “RUTGERS BUSINESS SCHOOL FINDING ALTERNATIVE PLANS FOR INTERNS” interview. *May 05, 2020*
- J. King (2008, June). “Panasonic Improves Entire Sales and Operations Process with Infinity Info Systems”. *DM Review*

#### **Continuing Education:**

- Rutgers University teaching excellence training courses
- IMD International – Mastering Top Management Dilemmas
- Development Dimensions International – Targeted Selection Development
- Wharton School, University of Penn. – Integrating Finance and Marketing
- Panasonic HRDC Management courses – Various Management Development