

Stuart M. Wasilowski
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EXPERIENCE

2013- Present Senior Partner Relationship Manager

Cornerstone OnDemand, Los Angeles, CA

Senior leader responsible for development and relationship management of strategic relationships with regional and global system integrators, technology, integrated software vendors, and advisory consulting partners. Tasked to support partner relationships to drive field engagement, awareness, and opportunities for both partners and Cornerstone.

Responsibilities included:

- Maintain positive working relationship across the enterprise and within the partner organizations including Deloitte, IBM, DXC, Alight among others
- Interface with senior leadership to coordinate and build relationships across partner organizations
- Build strategic plans with partners to deliver messaging, product, and solutions to support the sales process and grow the business.
- Responsible for the partnership that drove \$10M+ for the global Higher Education practice
- Developed and built the Advisory Consulting practice that grew to more than 30 relationships to position and message company strategy across a wide spectrum of consultancies
- Collaborate with internal sales, customer service and technical resources to ensure customer success

Accomplishments included:

- Developed and maintained partner relationships with team driving 30-50% of top-line revenue, \$25-50 million annually
- 8 consecutive years of 100%+ quota attainment, 3-time nominated employee of the quarter
- Supported sales teams across every vertical and market segment the company serves
- Developed and delivered quarterly marketing communications for internal audiences
- Developed and delivered quarterly marketing communications to consulting organizations
- Developed partner evaluation matrix to illuminate partnership strengths and vulnerabilities
- Delivered training for division on implementation of Partner Strength Matrix evaluation methodology
- Led divisional meeting communication exercise at annual sales meeting
- Presented talent strategy to global higher educational leaders at symposium in London
- Developed strategy with partner to meet specific needs of the small business market
- Coordinate relationships with Cornerstone Foundation to deliver workforce development training for local Chamber of Commerce and other nonprofit organizations
- Promoted three times to roles of broader responsibility
- Represent division and contribute to DE&I Committee, Mentoring Focus Group
- Engaged as mentor for 7 colleagues

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2005- 2013

Vice President

School of Applied Science and Technology South Piedmont Community College, Monroe, NC

Implemented the mission of the institution through college-wide leadership of all career, allied health, technical and continuing education programs serving 17,000+ students annually. The division is responsible for graduating more than 70% of all graduates from the college. Responsible for oversight and management of 100+ full time and part time faculty and staff delivering college degrees, certificates, and industry credentials.

Responsibilities included:

- Leadership and service to academic division with 70 administrative, faculty and sales staff
- Budget and Strategic planning for division
- Development of articulation relationships with regional four-year institutions
- Served as college contact to business and industry, Chamber of Commerce, State agencies
- Represented division interests to the Board of Trustees, Foundation and President
- Developed cooperative relationships between faculty and administration
- Managed curriculum programs in technical education areas as necessary
- Maintain SACS accreditation standards for all programs
- Ensure state and national accreditation standards for programs requiring outside agency accreditation

Accomplishments included:

- Developed co-curricular delivery of credit programs to the community
- Executed articulation agreements involving regional, 4-year institutions
- Led organization to expand college opportunity through change in prerequisite policies and recognition of prior learning
- Developed and maintained relationships with regional high schools to deliver college programs on campus
- Developed and was awarded more than \$100,000 in grant funds for internship and manufacturing credentialing program
- Developed and was awarded more than \$225,000 in grant funds for expansion of industrial maintenance program
- Developed internship program to support local industry
- Served on SACS accreditation committee and authored several SACS Standards
- Developed online student evaluations to streamline processes and increase participation
- Facilitated programs for community organizations
- Provided leadership and vision for expansion of college to new facilities. Led planning effort to open the Center for Innovation and Applied Technology. Anticipated opening June 2013
- Led College-wide initiative to employ eText offerings to students reducing costs and improving learning and instruction
- Represented college interests in a successful \$14 million, 5 state consortium application for TAA/DOL grant for aerospace programs
- Collaborated with SPCC Foundation on \$6.0+ million in grant applications and awarded \$2.0+ million in funding for programs, staff, and equipment
- Led effort to modify procedures to expand access to 'test out' opportunities for students
- Implemented innovative technology to improve learning including iPads and simulation equipment in allied health field
- Developed program to establish apprenticeship programs in local manufacturing firms
- Successfully implemented grant-funded, internship program in conjunction with the NC Rural Center resulting placement of more than a dozen interns with numerous conversions to FT employment

Stuart M. Wasilowski

1999 - 2005

Associate Dean, Corporate and Continuing Education

Elgin Community College, Elgin, IL

Implemented the mission of the institution through college-wide leadership of all continuing education programs serving 8,000 -10,000 student customers annually. Responsible for development, marketing, and delivery of more than 1,000-1,200 classroom based personal and professional development training programs and 300+ online courses annually. As an auxiliary unit manager, was responsible for profitable operations.

Responsibilities included:

- Oversight of 8 administrative and sales staff members in organized labor environment
- Budget and Strategic planning for department with sales/budgets more than \$1.3 million
- Product development and contract negotiations with outside vendors
- Served as college contact to business and industry, Chamber of Commerce, State agencies
- Represented departmental interests to the Board of Trustees, President, VP and Deans
- Developed cooperative relationships with credit faculty and administration for collaboration

Accomplishments included:

- Developed 6 new career-oriented products that resulted in increased enrollment
- Initiated geo-demographic strategies to target product development; decreased marketing and production costs by more than 50% using strategic market research methods
- Developed relationship with the *Disney Institute* including partnerships with other institutions
- Developed and taught 5 courses for the degree program in Entrepreneurial Studies
- Taught credit classes in MS Office applications, marketing, entrepreneurship
- Taught in the continuing education department and the Small Business Development Center
- Presented geo-demographic marketing strategies to state-wide conference, invited to present at State-wide and National conference
- Developed and coordinated the first web-based survey for business/industry training needs
- Initiated the first electronic schedule distribution, online schedule, corporate learning portal
- Initiated the first courses developed and delivered in Spanish
- Implemented first web-based 360 self-evaluation process
- Established and managed the Fox Valley Micro Loan Fund, a non-profit lending partnership
- Leveraged grant funds to raise \$1.0 million in private sector VC funds for local entrepreneurs

1997-1999

Assistant Vice President, Commercial Loans

Amcore Bank, Elgin, IL

Primary responsibilities included business development and sales in the small business sector with borrowing needs under \$500,000. Portfolio administration, documentation, and oversight of commercial portfolio of more than 150 customers with a value more than \$9.0 million. Origination of first mortgage loans in local market.

Responsibilities included:

- Outside sales and business development
- Marketing strategies for business development
- Customer service and relations for business retention

Accomplishments included:

- New business development more than \$9.0 million
- Led all department sales/business development; Led department in SBA loan generation
- Recognized and singled out by company for high performance
- Collaborated with Small Business Development Center
- Assisted in the development of innovative partnership and the creation of a non-profit alternative lending organization

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1988 - 1997	Executive Director Responsible for leadership, administration, and management of this non-profit, community development organization. Developed positive working relationships between residents and municipal, local, state, and federal agencies Responsibilities included: <ul style="list-style-type: none">• Preparation and analysis of cash flow, pro forma and budgets• Training and development of staff and Board• Strategic planning for organization programs and goals setting• Non-profit board development and fundraising Accomplishments included: <ul style="list-style-type: none">• Marketed and originated loans for the redevelopment of more than 400 substandard housing units, totaling more than \$5.0 million in loans• Generated more than \$2.5 million in first mortgage origination and referrals• Acquired, rehabilitated, and sold more than 10 properties reducing density and improving property values in the surrounding neighborhood• Developed special lending agreements for community development projects totaling \$3.5 million.• Prepared successful grant applications for \$1.0 million in rehab financing• Implemented federally funded Rental Rehabilitation program to rehabilitate non-owner occupied housing units.• Developed tool lending library and paint program to distribute house paint to residents• Grew organization budget from \$50,000 to more than \$750,000, increasing staffing from a single staff member to seven• Organized residents in racially and ethnically diverse neighborhoods to address local issues impacting their respective neighborhoods	Neighborhood Housing Services, Elgin, IL
1986 - 1988	Senior Division Administrator Responsible for administration and management of \$150 million portfolio of term and revolving loans ranging in size from \$1-\$20 million. Recognized by senior management for high performance.	Sanwa Business Credit, Chicago, IL
1984 - 1986	Loan Administrator Administration and management of \$75 million construction and commercial real estate loan portfolio. Properties included low and mid-rise office, retail, and residential.	Pathway Financial, Chicago, IL
1982 - 1984	Contract Administrator/Manager Management and administration of family-owned contracting, real estate development firm. Facilitated the fulfillment of US government contracts for the Federal Aviation Administration and the General Services Administration.	Stevens Associates, Inc., Minneapolis, MN

EDUCATION

2013	Ed.D Higher Education Leadership – ABD	Walden University, Minneapolis, MN
2010	Institute for Educational Management Graduate School of Education	Harvard University, Cambridge, MA
1986	Master of Business Administration	Keller Graduate School of Management, Chicago, IL
1982	Bachelor of Arts	Augsburg College, Minneapolis, MN

OTHER EXPERIENCE/EDUCATION

2013 – Present	Cornerstone OnDemand Average more than 80 hours of training annually, contributing to professional development program.	Los Angeles, CA
2012	Center for Applied Research Institutional effectiveness, assessment, and accountability	Charleston, NC
2012	North Carolina Community College Leadership Program Selected participant in state-wide leadership development program sponsored by NC community college system office.	NCCCS, Raleigh, NC
2011	Federal Grant Writing Training in development of Federal grant proposals.	The Grantsmanship Center, Los Angeles, CA
2009	AWLS, Advanced Wilderness Life Support Certification Special certification in advanced life support in wilderness settings	University of Utah, Salt Lake City, UT
2008	NR EMT National certification in emergency medicine. American Heart Association CPR Instructor	EMT National Registry, Columbus, OH
2006	Master Trainer Certified by the NCCER to provide Instructor certification for the National Registry of educators/trainers to the construction industry.	National Council on Construction Education and Research, Gainesville, FL
2006	Facilitator, Appreciative Inquiry Certified by COE in the facilitation of the appreciative inquiry process. This organizational development tool provides for positive resolution of conflict and process problems.	Company of Experts, Palm Springs, CA
2006	Customer Service, Disney Style Completed 4-day customer service training from the world-renowned Disney organization. Understanding of the standards established by the leaders in customer service and implementation strategies.	The Disney Institute, Orlando, FL
1999 - 2004	Corporate Trainer Field staff for adventure-based corporate training company specializing on team building, motivation and building high performance teams. Clients include Starbucks, Pulte Homes, and the Federal Reserve Bank	Corporate Adventure Training, Boulder, CO
1999 – 2005	Adjunct Faculty Adjunct faculty in small business/entrepreneurship and computer science. See attached summary.	Elgin Community College, Elgin, IL

INSTRUCTIONAL EXPERIENCE

EMS/CPR Instruction

Spring 2009 - 2013

American Heart Association CPR, AED. First Aid instruction.

Business Finance

Spring 2007

Advanced course in business finance.

The Virtual Company

Spring 2004

A course designed to expose students to the internal workings of business operations. The Virtual Company is part of an international network/curriculum of virtual businesses operated in high schools, colleges, and universities around the world.

Entrepreneurship Seminar 1 - Online

Fall 2006, 2005, 2004

Spring 2007, 2006, 2005, 2004

An introductory course in entrepreneurship developed and taught course. This is the online version of the classroom course.

Business Plan Writing - Online

Fall 2006, 2005, 2004

Spring 2007, 2006, 2005, 2004

An online course on business plan writing developed and taught course. This course is the online version of the classroom course.

Entrepreneurship Seminar 1

Fall 2003, 2004

Spring 2005, 2004

An introductory course in entrepreneurship that explores traits and related interests of entrepreneurs. Current events, periodicals, discussion, and guest speakers provide students with real time exposure to the business environment.

Entrepreneurship Seminar 2

Spring 2005

The second course in the series that explores traits and related interests of entrepreneurs. Current events, periodicals, discussion, and guest speakers provide students with real time exposure to the business environment.

Business Planning Seminar 1

Fall 2004, 2002

An introductory business planning course. Course required students to develop a business plan from concept to presentation. Plans are presented and students defend the plan. The course was first offered in Fall 2002.

Introduction to Computers

Fall 2002, 2001, 2000

Spring 2001, 2000

An introductory course in Microsoft Office Products.

Business Plan Writing

Fall 2004, 2002, 2001, 2000

Spring 2001

This course offered by the Small Business Development Center used a nationally recognized curriculum (NextLevel). The course is marketed to entrepreneurs and small business owners. Guest speakers provide insight and real world experience/insight.

Small Business Marketing

Fall 2000

One-day seminar provided an overview of marketing for the small business owner for Small Business Development Center.

INSTRUCTIONAL DESIGN/DEVELOPMENT

Collaboration Workshop

Spring 2019

Developed 12-hour course to teach collaboration skills based on the work of Francesco Gino, Harvard University. Designed to deliver face-to-face, short-form workshop, online, synchronous/asynchronous.

Online Course Development

2003-Present

Online instruction experience in Blackboard, Moodle, Desire2Learn, Cornerstone. Administrator for Moodle LMS.

2010

Developing coursework for the North Carolina Virtual Learning Community for state-wide delivery.

Initiated a new online environment for continuing education division. Implemented online instruction in Blackboard and the transitioned to Moodle for delivery. Acted as administrator for Moodle LMS.

2009

Engaged by SPCC to assist in the transition from Blackboard to Moodle transferred, developed, and rebuilt courses in Moodle

2005

Employed new course management system to deliver online and hybrid courses.

2003 - 2005

Developed and taught two online course versions of two courses within Entrepreneurship degree program (2003).

Entrepreneurship Degree Program

2001-2002

Working with faculty and the Dean of Business and Workforce Development, assisted in the research and development of an Associate degree and three certificate offerings in Entrepreneurship. Am currently, the primary faculty member providing instruction within the program. Program was approved by the ICCB Spring of 2001 and first offered for enrollment in Fall 2002.

2004

Develop curriculum and delivered "Virtual Company" course as part of the national consortium of International Business Practice Firms.

Career-oriented Programs

2001- 2013

Have been responsible for the development of career-oriented programs and vendor relationships that provide hands-on training and learning to provide job skills for today's job market. Programs include: MSCE, A+, medical coding, medical billing, massage therapy, EKG Technician, pharmacy technician, home inspection, CDL-truck driving, manufacturing equipment maintenance programs, building trade programs and avionics.

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PRESENTATIONS AND PARTICIPATION

2017 – 2021

Volunteer	Cornerstone Foundation	Los Angeles, CA
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2018

Workshop Facilitator	Leasing with Emotional Courage	Los Angeles, CA
Workshop Facilitator	Standout 2.0	
Workshop Facilitator	Cornerstone Teambuilding event – SKO	Los Angeles, CA

2017

Presenter	Cornerstone – Sales Kickoff	Los Angeles, CA
	Communication presentation	Los Angeles, CA

2014

Presenter	Ellucian User Group	London, UK
Volunteer	Tennessee Aquarium	Chattanooga, TN

2012

Presenter	NCCCAEA Annual Conference	Raleigh, NC
Keynote Presenter	Anson Leadership	Wadesboro, NC
Strategic Planning Facilitator	Union County Health Department	Monroe, NC
Board Member	Tourism Development Authority	Monroe, NC

2011

Presenter	International Econ Dev Council	Charlotte, NC
Board Member	Tourism Development Authority	Monroe, NC

2010

Presenter	SPCC Professional Development	Monroe, NC
Presenter	Union County Chamber Board	Monroe, NC
Volunteer	United Way – Day of Caring	Monroe, NC
Panelist	NCCCS Leadership Institute	Raleigh, NC
Presenter	Customer Service Training	Wadesboro, NC
Presenter - Project Management	SPCC Professional Development	Monroe, NC
Presenter – Division Overview	SPCC Professional Development	Monroe/Polkton, NC
Board Member	Tourism Development Authority	Monroe, NC

2009

Presenter – Customer Service	Union County Health Department	Monroe, NC
Presenter	Rotary Club	Wadesboro, NC
Presenter – CPR	SPCC Professional Development	Monroe/Polkton, NC
NCCCAEA Conference	Judge – Innovation Award	Greensboro, NC
Presenter – Appreciative Inquiry	SPCC Leadership Academy	Monroe, NC
Presenter – Teams that COOK	Leadership Academy	Monroe, NC
Board Member	Tourism Development Authority	Monroe, NC

2008

Facilitated Planning Session	DWI Board, Union County	Monroe, NC
Graduation Keynote speaker	Leadership Union	Monroe, NC
Presenter	SPCC Convocation - Customer Service	Monroe, NC
Volunteer	United Way – Day of Caring	Monroe, NC
NCCCAEA Conference	Judge – Innovation Award	Greensboro, NC
Presenter - Productive team	SPCC Professional Development	Monroe, NC
Presenter – Trip to Abilene	SPCC Professional Development	Monroe, NC
Presenter – Appreciative Inquiry	SPCC Professional Development	Monroe, NC
Board Member	Tourism Development Authority	Monroe, NC

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2007

Anson County Senior Staff Training
Panelist
Judge – Innovation Award
Presenter – Appreciative Inquiry
Presenter

Customer Service Training
NCCAEA Conference
NCCAEA Conference
SPCC Professional Development
Rotary Club

Wadesboro, NC
Greensboro, NC
Greensboro, NC
Monroe, NC
Monroe, NC

2006

Presenter

Charlotte Regional Workforce Development
Partnership

Charlotte Region

2005

Presenter – Training ROI
Participant

NCCAEA Conference
Leadership Union

Greensboro, NC
Monroe, NC

Articles and Research

Selected Works – Compilation of selected papers/presentations https://works.bepress.com/stuart_wasilowski/

2021

Partner Renewal Impact. Evaluated data of client and partner relationships related to client renewals and correlation of these relationships to contract renewal.

2019

Collaboration workshop. Developed course to teach collaboration skills based on the work of Francesco Gino, Harvard University

2018

Partner Strength Matrix

Developed to measure and illustrate alliance relationships. Based on research from Michael Nevin, applied 52 critical success factors to current environments and developed questionnaire and graphic representation of relationship.

2016

Financial Impact of Employee Engagement in Higher Education

Journal of Social Science Research, <https://doi.org/10.24297/jssr.v12i2.7435>

The examination is focused on the fiscal impact faculty/staff engagement can have on the higher education enterprise and beyond.

2012

Talent Management in Education

Talent management is a critical issue across many industry sectors. As the demand for a skilled workforce continues to sharpen, with the pool of candidates shrinking, talent management will grow out of necessity to maintain competitiveness.

Efficiency Analysis

Analysis of space utilization, class capacity, FTE generation by FT and adjunct faculty, time of day courses are delivered to understand where opportunities may exist.

Credential to Credit: Farther Faster

Research, analysis, and recommendation regarding the application of prior learning assessment practices in concert with industry credential

Developmental Education and Prerequisite Study

Analysis and review of the impact on developmental prerequisites on graduation and retention rates as compared to peer institutions. Study showed increased prerequisite requirements in developmental education did not result in higher graduation or retention across the institution.

2011

Failure Rates

Analyzed failure rates among all courses. Determined which courses provided highest failure rates as a basis to review prerequisites and other support options to improve success and progress.

Registration Success

Evaluation of the timing of registration and the likelihood of success. Six semester review showed that students registering for Fall classes after June 1 were found to be less likely to succeed than those students registering after June 1.

2010

HRD Cohort Analysis

A longitudinal study and analysis of progress of students entering gateway (HRD) courses and their progress deeper into the institution. Cohort entering in 2007 and progress/analysis reconvened in 2011. Study found 1% of the cohort of 1300+ students complete a certificate, diploma, or degree within the study timeframe.