

Dr. John A. Sanchez

Texas A&M University
Mays School of Business
College Station, Texas

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CAREER SUMMARY

I am an accomplished business and higher education professional - possessing 30 years of high-level professional experience in the high-end, luxury retail and wholesale industry sectors and in higher education. I am a passionate educator and an award-winning sales professional, trainer, and manager.

EDUCATION

Doctor of Business Administration

Strategic Management cognate
Liberty University (Lynchburg, VA)
2022

*Graduated with Highest Distinction

Dissertation: *The Significance of Strategic Alignment in a Manufacturing Firm and its Impacts on the Firm's Ability to Sustain a Competitive Advantage in the Specialty Merchandise Sector*

Master of Business Administration

The University of North Carolina at Greensboro (Greensboro, NC)
2019

*Graduated Cum Laude

Bachelor of Business Administration

Azusa Pacific University (Azusa, CA)
1993

RESEARCH INTERESTS

Management, Business and Corporate Strategy, Strategic Change, Organizational Behavior, International Business

RESEARCH

Sanchez, J. (2022) The Significance of Strategic Alignment in a Manufacturing Firm and its Impacts on the Firm's Ability to Sustain a Competitive Advantage in the Specialty Merchandise Sector (DBA Dissertation completed April 2022).

PROFESSIONAL EXPERIENCE

Texas A&M University (College Station, TX)

Clinical Assistant Professor – Department of Management (2022 – present)

- Serving as a Clinical Assistant Professor in the Mays School of Business, teaching graduate and undergraduate-level courses in Project Management, Business & Corporate Strategy, and Corporate Strategy in the Professional MBA program

University of North Carolina at Greensboro (Greensboro, NC)

Lecturer – Department of Management (2020 – 2022)

- Successfully served as a full-time Lecturer in the Bryan School of Business and Economics, teaching International Business, Organizational Behavior, Global Strategy, Selection & Compensation, and Business Policy & Strategy

Elon University (Elon, North Carolina)

Business Instructor – Department of International Business & Marketing (2021 – 2022)

- Successfully served as a part-time instructor in the Love School of Business, teaching International Business and Global Strategy

High Point University (High Point, North Carolina)

Business Instructor – Department of Management (2021 – present)

- Successfully serving as a part-time instructor in the Earl N. Phillips School of Business, teaching Management & Organizational Behavior and Leadership

Guilford Technical Community College (Jamestown, North Carolina)

Business Faculty – Accounting & Business department (2019-2020)

- Successfully served as a full-time Business instructor for face-to-face and online business courses in Business, Marketing, Management and Finance

Replacements Ltd. (Greensboro, North Carolina)

Customer Experience Coordinator & Showroom Manager (2018-2019)

- Retail consultant for new division - focus on sales, training, customer care, merchandising, procurement, and strategic operations

Ellington Jewelers (Kernersville, North Carolina)

Management (2015-2018)

- Drove the company to a 200% growth in sales and repair business during my tenure, resulting in the repair volume and profit margin reaching the highest levels in company history

Windsor Jewelers (Winston-Salem, North Carolina)

Management (2012-2013)

- Excelled in recruiting, training, and monitoring sales staff business standards on daily and monthly basis
- Created company training curriculum for staff: policy, procedure, product knowledge, and sales training

Schiffman's Jewelers / Schwarzschild Jewelers (Virginia & North Carolina)

Management (2008-2012)

- Broke sales records and led teams to break records for entire east coast (9 locations)
- First associate in store history to exceed sales of over \$1 million
- Led the company in sales, profit margin and average sale KPI's (successive years)
- Led sales team as brand ambassador to a 400% growth for Hearts on Fire branded sales

TIVOL (Kansas City, Kansas)

Professional Consultant (2005-2008)

- Recognized as the fastest in company history to reach \$1 million in sales in first fiscal year
- Specialized in client care (CRM models) and high-end procurement (wholesale and retail)

Sanchez Fine Jewelers (Jackson Hole, Wyoming)

President (1998-2005)

- Gleaned unprecedented professional experience in high-end, luxury retail and wholesale sales, financial report preparation and analysis, appraising, procurement, merchandising and strategic operations

Azusa Unified School District (Azusa, California)

Secondary Education Teacher (1995-1998)

- Successfully served as a high school teacher instructing U.S. History, World History, and Geography

TEACHING EXPERIENCE

MGMT 618 Corporate Strategy – Professional MBA program (Texas A&M University)

MGMT 680 Business & Corporate Strategy – Graduate-level (Texas A&M University)

MGMT 658 Managing Projects – Graduate-level (Texas A&M University)

MGT 301 Introduction to International Business – Undergraduate (UNC Greensboro)

MGT 302 International Business: Operations & Environments in Foreign Jurisdictions - Undergraduate
(UNC Greensboro)

MGT 312 Organizational Behavior - Undergraduate (UNC Greensboro)

MGT 491 Business Policy & Strategy – Undergraduate Capstone Course (UNC Greensboro)

MGT 315 Selection & Compensation - Undergraduate (UNC Greensboro)

INB 2500 Introduction to International Business - Undergraduate (Elon University)

INB 4730 Global Strategy - Undergraduate (Elon University)

(*I was commissioned to create this course for the university)

MGT 2220 Principles of Management & Organizational Behavior - Undergraduate (High Point University)

CBL 5220 Leadership – Graduate level (High Point University)

BUS 137 Principles of Management - Undergraduate (Guilford Technical Community College)

BUS 110 Introduction to Business - Undergraduate (Guilford Technical Community College)

BUS 120 Personal Finance - Undergraduate (Guilford Technical Community College)

BUS 225 Business Finance - Undergraduate (Guilford Technical Community College)

MKT 125 Principles of Marketing - Undergraduate (Guilford Technical Community College)

UNIVERSITY SERVICE CONTRIBUTIONS

- *Attend and participate in all Department of Management meetings
- *Attend and participate in all Faculty Assembly meetings
- *Attend and participate in all MBA Program Assembly meetings
- *Serve on the Faculty Development & Planning committee: crafted, tested, and reported student assessments for student learning outcomes (SLOs) for departmental courses (UNC Greensboro)
- *Serve as a Bryan School Alumni Ambassador for the MBA program: attended and presented in online and face-to-face information and orientation meetings for new and prospective MBA students (UNC Greensboro)
- *Serve on the Guilford Technical Community College Advisory Committee for the Business Department (UNC Greensboro & GTCC)
- *Serve on the G2 Co-admission program advisory board for the enrollment bridge (GTCC & UNCG)
- *Serve as a volunteer for the in-person graduation commencement ceremonies (UNC Greensboro)
- *Participate in the UNCG Pillars of Distinction program: discussed my research related to Organizational Behavior topics for future collaborations in the university (UNC Greensboro)
- *Serve as a volunteer for annual UNCG House Calls event, welcoming new residential students to campus life

HONORS AND AWARDS

- *Graduate of the DBA program at Liberty University in 2022 (Highest Distinction)
- *Graduate of the MBA program at UNC Greensboro in 2019 (cum laude)
- *2020 Nominee for the Bryan School Excellence in Teaching award (my first term teaching at UNCG)
- *2021 Nominee for the Bryan School Teaching Excellence Award (UNCG)
- *2021 Nominee for the Eloise McCain Hassell Teaching Excellence Award (UNCG)

PROFESSIONAL KNOWLEDGE, SKILLS, AND ATTRIBUTES

Teaching, Presentations, Relationship management, Staff management, Store management, Sales expertise, Strategic operations, Procurement, Training, MS Office, Negotiations, Consulting, Marketing (brand management & consumer behavior), Leadership, Sales operations, Business development, Inventory management, Business solutions, Operations Analysis