
Robert G Hunter

Senior Advisor

Education

MBA, Tuck School at Dartmouth College, *with emphasis on competitive strategy and marketing*

B.S., Mechanical Engineering, Clemson University

Courses in Genomics, Organic Chemistry, Advanced Biology and Microbiology

Highly-Developed Skills

Author of fiction and non-fiction, public speaker, facilitator, and published singer/songwriter

Passion for creative expression as a pathway to personal innovation

Representative Activities

Founded and directed a CEO Roundtable as part of founding a Dartmouth Entrepreneurial Network (DEN) chapter in Boston

Professional Credentials

- Over 20 years of broad experience as an entrepreneur, management consultant, and business executive in the areas of business development, operations, engineering, strategic planning, IT implementation, change management, organizational development and training, and quality assurance
- Experience providing strategic and operational leadership to small, medium-sized, and large organizations in following industries: clean-tech, pharmaceutical, biotechnology, medical device, healthcare, communications, technology, and professional services
- Experience acting as interim CEO/COO to develop business structure, comprehensive strategy and plans, and attract funding
- Accomplished in building new customer relationships and markets for complex products and services
- Expertise working closely with clients to develop detailed requirements for IT, research, and capital projects and programs; and to implement complex projects, programs, and initiatives
- Expertise in designing business processes, leveraging best-practices, particularly for project planning, defining, budgeting, prioritizing, authorizing, resourcing, reporting, oversight, and governance
- Experience with leading tools used for project/resource/portfolio management, e-learning, and customer relationship management

Professional Experience

HULL INSIGHT INSTITUTE, Hull, MA **2008 - Present**
Founder and Principal

Developed clean-tech and sustainability programs to leverage coastal wind power into economic revitalization in the town of Hull, MA. Wrote innovative grant proposal for economic development systems. Secured angel investment for lead program focused on edutainment.

PROJECT STEWARDS, INC., Hull, MA **2002 - Present**
Founder and Principal Consultant

Provide management consulting, interim management, project leadership, and business development. Engagements include:

IMAGISONIX, WORCESTER POLYTECHNIC INSTITUTE, Worcester, MA
Interim Chief Executive Officer

On behalf of a private investor, helped charter a company and led scientific founders in marketing, development, and business planning for a spin-out focused on mobile ultrasound applications for telemedicine, trauma, military, and medical education. Developed and led funding pitch to list of prospective investors, summarized competitive potential within a few months of commencing the role.

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BIOGEN IDEC, Cambridge, MA

Management Consultant

Led a 7-week strategic planning process for a new business unit comprised of 6 diverse functional groups.

Previously, supported VP in design of organization, business practices, and management systems.

Consulting Project Manager

Developed E-Learning initiative and led enterprise-wide IT implementation of Training system in 9 months. Managed and performed software configuration and validation, data verification and migration, phased rollout, Steering Committee process and project management.

GENZYME CORPORATION, Framingham, MA

Led a team of clients from Europe & U.S. to define, justify, select, and implement a web-based tool for collaborative project management, cost tracking and reporting, planning, and portfolio management.

Previously, consulted with VP on development of European organization.

Previously, helped refine mission and priorities of organization, including definition of core competencies and outsourcing needs.

ETHICON DIVISION OF J&J, Somerville, NJ

Audited product development practices and recommended changes to support a shift to greater complexity, including combination biologic/device products. Scope included discovery through charter, design control, design verification & validation, and product launch. Synthesized "as-is" and "to-be" input from R&D, clinical, regulatory, IP, marketing, operations, quality, and management.

CYTODYN, Los Angeles, CA

Provided business development support for a development-stage biotech company.

WAKE FOREST UNIVERSITY HEALTH SCIENCES, Winston-Salem, NC

Provided business development and strategic marketing support for emerging Research Park, leveraging preeminent potential for tissue engineering.

CONFIDENTIAL CLIENT

Performed contract business development and marketing for provider of GLP safety studies.

Other representative projects include:

- Advised founder on direct-to-consumer marketing strategy for a reimbursement start-up providing competitive intelligence and market research on consumer health behavior to insurance plans.

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- Facilitated corporate development for provider of drug discovery toolkit based on stem-cell technology.
- Storyboarded, planned, designed, and scripted custom animation content for E-Learning and marketing for leading diagnostics lab focused on tracking HIV mutations and directing therapy.
- Developed a strategy for an innovative healthcare business consisting of web-based patient attraction, clinical sites for comprehensive services delivery, and data aggregation model.

DELOITTE CONSULTING, Boston, MA 2001 - 2002

Senior Manager, Life Sciences Practice

Managed client relationships, junior staff, and partner input. Developed new Deloitte relationships with 3 of the top 5 biotech companies. Projects included:

- Audited \$400M project in Ireland for Board of Directors, Bristol-Myers Squibb
- R&D Program Management for Biogen Idec
- Mergers and Acquisitions Process Enhancement for Genzyme Corporation
- Strategic Decision Support and Site Selection for Genentech
- Customer Relationship Management for Biogen Idec
- Supply Chain Management for PCI/Cardinal
- Supply Chain Management for McKesson Medical

LOCKWOOD GREENE (now CH2M HILL), Atlanta, GA 1996 - 2000 and Spartanburg, SC

Senior Business Development Manager

Directed engineering and construction programs for clients in multiple offices, including NJ and Puerto Rico. Built teams and monitored progress. Re-established strategic relationship with Pfizer via 4 contracts after a 3 year hiatus from the firm. Re-established relationship with Glaxo via innovative proposal for dynamic planning services. Developed thought-leadership on implication of personalized medicine trends. Selected to establish a pharmaceutical operations consulting practice.

FLUOR DANIEL, INC., Greenville, SC 1995 - 1996

Business Development Manager

Provided services such as project finance, site selection, consulting, engineering, and construction to leading biotech clients. Led a team, including IDEC Pharmaceuticals CEO and key executives, in site selection and incentive negotiation process, resulting in their first major manufacturing operation.

HUNTER SOLUTIONS, INC., Cambridge, MA 1992 - 1995 and Greenville, SC

Founder, Manufacturer's Representative

Grew an independent sales company to provide high-purity water and other critical process equipment to biotech industry

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clients. Served clients in New England and the Southeast, representing 4 leading suppliers.

OSMONICS, INC., Minnetonka, MN and Rockland, MA 1990 - 1992

Corporate Development Manager

Provided strategic planning and acquisition leadership for this \$50M public manufacturer of high purity water process equipment, reporting to Founder/CEO.

Sales Manager

Led turnaround at a subsidiary, winning 2 strategic contracts and managing 6 independent agencies and 2 applications engineers. Re-vamped features, pricing, and critical validation services.

FLUOR DANIEL, INC., Greenville, SC

1984 - 1987

Marketing Coordinator

Coordinated 10 biotech and pharmaceutical Business Development Representatives through sales strategy, legal review, team formation, and proposal development.

Automation Engineer

Developed marketing plan for factory automation services. Assisted project manager for large custom software development project.

HARRIS CORPORATION, Melbourne, FL

1983 - 1984

Quality Assurance Manager, Government Systems Division

Developed DoD QA plans and managed QA programs across design, manufacturing, materials management, and system test, through the efforts of 8 inspectors.