

January 2007

Bruce J. Lynskey

Clinical Professor of Management in Entrepreneurship

Owen Graduate School of Management

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Fields of Interest

Entrepreneurship

Maverick firms

Fast growing firms

Telecommunications firms

Information technology firms

Medical technology firms

Biotechnology firms

Private equity and venture capital

Education

M.B.A., 1985, Vanderbilt University.

M.S., Electrical Engineering, 1981, Georgia Institute of Technology.

M.S., Applied Mathematics, 1980, Georgia Institute of Technology.

A.B., Mathematics, 1977, Bowdoin College.

Professional Experience

- 2001 – present: *Clinical Professor of Management in Entrepreneurship*; Owen Entrepreneurship Center (<http://owen.vanderbilt.edu/oec/>), Owen Graduate School of Management, Vanderbilt University
- 2000 – 2001: *Vice President of Marketing*, Softricity Inc. (www.softricity.com), Boston, MA; [Microsoft acquired Softricity in 2006.]
- 1999 – 2000: *Vice President of Marketing*, Vigilant Networks, Inc., Burlington, MA; [GenTech acquired Vigilant in 2000]
- 1998 – 1999: *Vice President of Marketing and Business Development*, Top Layer Networks, Inc. (www.toplayer.com), Westborough, MA
- 1997 – 1998: *Vice President of Business Development*, Kaon Interactive (www.kaon.com), Maynard, MA
- 1996 – 1997: *Managing Director – Asia Pacific Rim Marketing Operations*, Bay Networks Pte. Ltd., Singapore

- 1993 – 1996: *Director of Industry Marketing*, Bay Networks [formerly Wellfleet Communications], Billerica, MA
- 1990 – 1993: *Director of Marketing*, DataViews Corp., Northampton, MA [GE Fanuc purchased DataViews in 2000]
- 1987 – 1990: *Principal Manager* – Independent Software Vendors, Concurrent Computer Corp. [formerly MASSCOMP], Westford, MA
- 1985 – 1987: *Product Manager*, Wang Laboratories, Lowell, MA
- 1984: *White House Intern*, Office of Management & Budget, Executive Office of the President of the United States of America
- 1983 – 1985: *Adjunct Instructor*, Department of Mathematics, Vanderbilt University
- 1981 – 1983: *Associate Mathematician/Engineer*, The Johns Hopkins University Applied Physics Laboratory, Laurel, MD
- 1981: *Adjunct Instructor*, College of Management, Georgia Institute of Technology
- 1977 – 1980: *Graduate Instructor*, School of Mathematics, Georgia Institute of Technology

Board Appointments

- Co-Chairman* – Bowdoin College Major Gifts Committee
- Founding Director* – Nashville Capital Network (www.nashvillecapital.com)
- Founding Director* – Neoflect, Inc.
- Founding Director* – Veran Medical Technologies (www.veranmedical.com)
- Advisory Board* – Encapsula NanoSciences, LLC (www.encapsula.com)
- Advisory Board* – Capital Confirmation (www.confirmation.com)
- Advisory Board (2004-5)* – ESP Systems, LLC (www.espsystems.net)
- Director (1998 – 2001)* – Bowdoin College Annual Fund
- Alumni Board (1998 – 2005)* – Owen Graduate School of Management

Awards and Distinctions

- 2005: Active Member, The Medical Development Group (Massachusetts), www.meddevgroup.org
- 2004 - present: Standard & Poors' Society of Business Leaders
- 1999: Best of Show Award (Top Layer Networks) – Networld + Interop, Las Vegas
- 1999: Best New Product of the Year (Top Layer Networks) – Gartner Group
- 1999: Product of the Year (Top Layer Networks) – *Networking* magazine

- 1995: Outstanding Performance Award for FY95 – Bay Networks
- 1994: Outstanding Performance Award for FY94 – Wellfleet Communications
- 1994: #1 on *Fortune* 100 Fastest Growing Public Companies (Wellfleet Communications)
- 1993: #1 on *Fortune* 100 Fastest Growing Public Companies (Wellfleet Communications)
- 1985: Elected to *Beta Gamma Sigma* (National Business Honor Society)
- 1984: Outstanding Performance Citation from David Stockman, Director of the Office of Management and Budget, Executive Office of the President of the United States of America
- 1979: Elected to *Pi Mu Epsilon* (National Mathematics Honor Society)
- 1972: Harvard University Prize Book Award

University Service

- Member – Vanderbilt University Conflicts Committee
- Member – Vanderbilt University Appellate Review Board

Course Development

Executive Education Program:

Leading a Fast Growing Business (2006)

Executive MBA Program:

Creating and Launching New Ventures (2006)

Launching the Venture (2003)

MBA / JD Business & Law Program:

Small Business Management

Managing Fast Growing Businesses

Launching the Venture

MBA Program:

Management Consulting

Strategy Analysis Projects

Vanderbilt University College of Arts & Sciences:

Calculus III – Vector Calculus

Georgia Institute of Technology College of Management:

Probability & Statistics

Georgia Institute of Technology School of Mathematics:

Calculus I – Differential Calculus

Calculus II – Integral Calculus

Calculus III – Vector Calculus and Infinite Series

Linear Algebra

Multidimensional Calculus

2007 Speaking Invitations

- May 2007: “Entrepreneurship”, Bowdoin College Reunion Weekend (Brunswick, Maine)

Oct 2007: “Launching the Venture”, Society of Research Administrators International Meeting (Nashville, TN)

Recent Talks

- Apr 2006: "Real-time Registration and Navigation in Soft Tissue Environments: A Business Case Study" Owen School Faculty Seminar
- Nov 2005: Chaired Discussion Panel of CEOs, “Understanding Business Valuation,” Nashville Technology Council, Nashville, TN. *[Note: This was the most highly attended event in the history of the NTC with more than 40 folks turned away at the door.]*
- Jan 2005: Keynote Speaker, “Driving Your Corporate Valuation” Nashville Technology Council, Nashville, TN. *[Note: This was the most highly attended event in the history of the NTC at this time.]*
- Jan 2005: “Intrapreneurship: Leveraging Entrepreneurship within the Firm” Adtran, Huntsville, AL.
- Apr 2004: “Teaching Entrepreneurship: It’s Easier to Split the Atom” Vanderbilt Alumni Luncheon, Atlanta, GA.
- Nov 2003: “Growing a Start-Up Venture – Best Practices,” Healthcare Delivery Solutions Congress, Nashville, TN
- Nov 2003: Panel: “Guidelines for Building a Successful Organization,” Healthcare Delivery Solutions Congress, Nashville, TN
- Sept 2003: “Entrepreneurship in the Firm”, International Sleep Products Association (ISPA) Conference, Nashville, TN
- Sept 2003: Growing and Managing the Biotech Enterprise: “Sales and Marketing in the Biotech Start-Up Firm,” Biotechnology Industry Organization and the Tennessee Biotechnology Association
- Apr 2003: Panel Chairman, “Women and Entrepreneurship,” C200 Conference, Nashville, TN

Avocations

Distance swimming: 275+ miles per year
Angel investor in technology start-up ventures
Limited partner (LP) in 2 different venture capital funds

