

**ADAM L. MENTER**

phone: (315) 663-6238 email: adam.menter@gmail.com

A self-starter with a diverse skill-set (from strategy to operations to design) who is dedicated to having a positive impact. Looking to work closely with entrepreneurial people in a start-up environment.

## **EXPERIENCE**

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### **Jump Associates**

**San Mateo, CA**

*Associate – Design Strategy*

*January 2007 – August 2008*

- Developed tools to manage, measure, and improve the design process at a global technology firm.
- Identified \$500M in incremental income by improving design across an important portfolio of products for a global technology firm. Liaison between marketing, engineering, and finance to push into development.
- Planned and facilitated immersive strategy workshops for clients and potential clients.
- Supported business development with industry research, process improvement, and relationship building.
- Initiated and led an internal team to improve HR.
- Company expert on sustainability and green design matters.

### **Greenermind.com**

*October 2004 – July 2006*

*Founder – Non-profit management consulting*

- **China Development Brief** (May & June 2006) **Beijing, China**  
Strategic planning - including sales and marketing, governance model, and office operations.
- **UpLift India** (November 2005 – March 2006) **Pune, India**  
Improvement of data management loan application procedures for a microfinance network in urban slums.
- **Interrupción\*** (March & April 2005) **Buenos Aires, Argentina**  
Website and strategy consulting. Created a responsible consumption educational website.
- **INCAE Business School** (January & February 2005) **Alajuela, Costa Rica**  
Led a campus-wide environmental performance audit and recommended operational improvements.

### **echomusic**

**Nashville, TN**

*Marketing Manager, Strategy Consultant, & Website Designer*

*August 2003 - October 2004*

- Spearheaded the expansion of the company's suite of business services to include marketing.
- Helped design e-marketing, fan management, and e-commerce engines from the ground-up.
- Created and managed viral marketing "street teams" and strategic partnerships on behalf of musicians.

### **Dell**

**Austin, TX**

*Strategic Operations Intern, Engineering/Regulatory Intern*

*Summers of 2001 and 2003*

### **Other Professional Experience**

- Leader of the Net Impact San Francisco chapter, advocating business as an agent of social change (2007-9)
- Planned and graphically recorded the IDSA Digging Deeper sustainable design conference (July 2008)
- Coached teams of New Product Development students at UC Berkeley's Haas Business School (Fall 2007)
- Streamlined order fulfillment for the Second Harvest Food Bank of Middle Tennessee (Spring 2004)

## **EDUCATION**

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### **Owen Graduate School of Management, Vanderbilt University**

**Nashville, TN**

*Master of Business Administration, General Management*

*May 2004*

- GPA – 3.9 (top 5%), Net Impact member, staff photographer, student radio DJ

### **Vanderbilt University**

**Nashville, TN**

*Mechanical Engineering major and minor in Mathematics*

*May 2003*

- Summa Cum Laude, GPA – 3.99, Mechanical Engineering Program Award (top ME student)
- Yearbook photographer, club volleyball, student art publication contributor, studied abroad in Australia

## **ADDITIONAL INFORMATION**

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**Certifications:** LEED Accredited Professional, graduate of the Dale Carnegie course in communication

**Computer Skills:** Microsoft Office Suite, Adobe Creative Suite (esp. Photoshop), Dreamweaver/HTML

**Activities:** Painting, drawing, photography, DIY, scheming to save the world with friends, social capital catalyst