

**Jeffery R. McNish**  
Telephone: (248) 547-9867  
Cellular: (248) 361-2867

227 N. Rembrandt Avenue  
Royal Oak, Michigan 48067-2074  
E-mail: jmcnish@yahoo.com

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**QUALIFICATIONS SUMMARY** Experience in higher education administration and admissions, management consulting, technology consulting, and automotive industry. Skill development includes project management, process design and improvement, customer relationship management, change management, and technology implementation. Additionally, I hold a particular expertise in working with and leading individuals at multiple levels in diverse organizations.

**EDUCATION** **M.B.A.**, Eli Broad Graduate School of Management, Michigan State University  
August 1999 Primary Concentration: Supply Chain Management  
Sub-Concentration: Leadership and Change Management

May 1992 **B.S.**, School of Public & Environmental Affairs, Indiana University  
Concentration: Management in Public Administration  
**Certificate of Business Studies**, Kelley School of Business, Indiana University

**PROFESSIONAL EXPERIENCE** **MICHIGAN STATE UNIVERSITY, THE ELI BROAD COLLEGE OF BUSINESS**  
**Acting Director, MBA Admissions, Full-Time MBA Program,**  
East Lansing, MI (08/05 to Present)

- December 2002 to Present
- Design and implement MBA admissions processes, supporting approximately 1,800 inquiries, 600 applicants, 200 offers of admission, and 110 incoming students.
  - Administer financial aid budget; select and award scholarship and assistantship packages to qualified applicants.
  - Manage admission events, data and reports, and admissions and marketing budget.
  - Create marketing and communication pieces.
  - Supervise Assistant Director of MBA Admissions, an admissions assistant, and six admissions graduate assistants.

**Associate Director, Executive MBA and Weekend MBA Programs,**  
Troy, MI (12/02 to 08/05)

- Coordinated marketing events, communications pieces, recruiting activities, and corporate relationship building processes for two professional MBA programs – Broad's legendary Executive MBA and unique Weekend MBA.
- Counseled prospective students, working from a pool of approximately 1,600 annual inquiries.
- Served on admissions committee, evaluating approximately 250 applications for admission each year.
- Directed operations of Executive MBA program at Troy, MI facility, including supervision of a part-time staff member and student employee, management of two classrooms and a dining facility, and development of relationships with students and faculty.

August 2000 to  
December 2002

**CAP GEMINI**

**Senior Consultant, Products Consulting Practice, Detroit, MI**

- Utilized project management tools to assist a Michigan health insurance provider with the compliance of new federal regulation (HIPAA – Health Insurance Portability & Accountability Act of 1996). Monitored a \$366 million budget and tracked progress of 32 projects.
- Evaluated the demand and supply planning operations of a Japanese auto manufacturer. Identified opportunities for \$30 million in cost savings over a three-year period. Designed implementation plans to achieve savings.
- Conducted quality assurance testing for the largest B2B trade exchange in the automotive industry. Evaluated and tested the company's product development software and internet-based auction software.
- Wrote proposals and participated in sales pursuits of projects for automotive industry and supply chain management practices.

June 1999 to  
August 2000

**DELPHI**

**Executive Staff Assistant to the Vice President of Production Control & Logistics, Troy, MI**

- Tracked and managed \$11.5 million budget belonging to corporate supply chain management functions.
- Assisted the Vice President of Production Control & Logistics with special projects involving corporate efforts to achieve lean manufacturing efficiencies and cost savings.
- Reported premium transportation and on-time delivery performance metrics from six divisions.

September 1996 to  
January 1998

**ORACLE**

**Associate Consultant, Manufacturing Practice, Troy, MI**

- Wrote proposals associated with the use of Oracle products and services.
- Consulted a division of a large, US-based manufacturing conglomerate on the implementation and use of Oracle Database and Oracle Purchasing application. Managed system administration policies and procedures for client.

June 1992 to  
September 1996

**ELECTRONIC DATA SYSTEMS**

**Business Analyst, A.T. Kearney (formerly an EDS Company),  
Bedminster, NJ and Southfield, MI (05/94 – 08/96)**

- Analyzed market for a new mobile communications device for a major vehicle assembler. Surveyed potential customers for input on features and price options.
- Evaluated product warranty and product development processes for a large retail company. Recommended cost savings through process improvements.

**Consumer Relations Manager, Customer Service Technologies  
(General Motors Account), Pontiac, MI (06/92 – 05/94)**

- Resolved and tracked sales and service complaints of vehicle owners residing in a 60 dealership region (Texas, New Mexico, and Oklahoma).