



Solomon N. Darwin

University of California, Berkeley

Tel (510) 643-4133; E-mail: darwin@haas.berkeley.edu

SUMMARY

- Teaching Experience in Graduate and Executive Education programs in the US, Europe and China.
- Developed, managed new post-graduate programs and enhance existing curriculum.
- Worked with directors, deans, career placement, financial aid and sponsors in administering programs.
- Proven leadership, communication, presentation and people skills within the organizations served.
- Many years of student advising as faculty director for both graduate and undergraduate programs.
- Development of national/international partnerships with institutions, businesses and executives.
- Progressive Financial Management experience in major corporations (14 years).
- Sound understanding of economic and business environments in developing business plans.
- Strategic Planning and Management Experience in improving corporate performance.
- Implemented several cost-cutting measures through strategic planning in organizations served.
- Founded an International School and a Hospital - projects managed from construction to operation.
- Fund raising and development experience for non-profit organizations.
- Many years of board experience in educational and non-profit institutions.

PROFESSIONAL EXPERIENCE

Haas School of Business, University of California, Berkeley, CA 8/05 – Present

Executive Director, Center for Financial Innovative Technology (7/09- Present)

Executive Director, Center for Financial Reporting & Management (9/5 -7/09)

- Chairman, CFRM Executive and Advisory Boards to enhance financial sponsorship
- Chairman, Dean's CFO Round tables to build business relationships
- Developed and manage new self-supporting programs and courses
- Developed national and international partnerships to enhance programs
- Taught courses in the MBA and Executive Education Programs
- Directed national and international conferences and workshops

University of Southern California, Los Angeles, CA 8/96 – 5/05

Associate Professor, Marshall School of Business

- Taught courses in Managerial and Financial Accounting
- Won over six teaching awards and achieved outstanding student evaluations (awards' list attached)
- Served on curriculum development and accreditation committees and student mentoring programs
- Served as Faculty Advisor to several key student organizations and programs

Project India, Andhra, India 8/95 - 12/04

Chairman & President

- Spearheaded Construction and setup of an International School and Charity Hospital in India.
- Accomplishments: a) oversight of construction, b) contract negotiations, c) setup of capital and operational budgets, and d) installed accounting systems, internal controls, and policies & procedures. (Worked in India during the non-teaching period at USC – summer months (June – September) since 1996 through 2004)

Bank of America, San Francisco, CA 2/95 - 7/95

Senior Manager of Finance/Vice-President

- Managed Planning & Control functions.
- Evaluated profitability of mortgage products, business lines and servicing channels.
- Developed balanced scorecards and performance analysis for each unit.

First Interstate Bank, Los Angeles, CA

7/93 - 2/95

Vice President of Finance/Manager of Planning & Analysis

- Evaluated business lines, potential acquisitions and coordinated the conversion of loan systems between geographic regions that yielded significant cost containment.
- Spearheaded several Cost Reduction Task Forces in addition to budget management.

Glenfed Inc. Glendale, CA (Nation's 3rd largest Savings Bank)

10/84 - 8/92

Corporate Controller/Vice President

- Responsibilities included Corporate Controls, Strategic Planning, Internal Reporting functions, Group Reporting. Restructured the general ledger for Profit Center & Product Profitability Reporting.
- Key Offices Held: a) Secretary – Strategic Planning Committee, b) Secretary – Credit Policy Committee, c) Member - Asset Liability Committee and c) Manager of Product Profitability.

Bank of Oklahoma, Tulsa, OK

9/83 - 9/84

Senior Financial Analyst

- Position reported to Chief Credit Officer. Completed the bank's in-house Management Training.
- Reevaluated the bank's credit policies & internal controls.

Motorola Corporation, San Mateo, CA

12/80 - 9/83

Senior Financial Analyst

- Performed financial analysis and internal reporting of the company's western division. Evaluation of product lines and contracts.

Other Academic Experience

- Visiting Professor, Wuhan University, CHINA (summer 2005)
- Visiting Professor, EM LYON School of Management, France. (5 summers 1999 -2004)
- Visiting Professor, Euromed School of Management, Marseille, France. (summer 2004)
- Guest Lectured on topics related to Profit Centers and Corporate Reorganization at:
 - Stanford University, Graduate School of Management, CA
 - Drucker School of Management, Claremont, CA
 - American Accounting Association / CMA Association – National Conferences
- Taught in Mini-MBA Programs offered by: American Association of Corporate Counsel; CIO Institute. Continuing Education for the Bar (CEB) during 2006-07
- Panel Speaker at the *The Atlantic's* "American Competitiveness Town Hall Meeting" 2006

Other Professional Experience (pro-bono)

- Chief Financial Officer – Intramurals.com - (8/99 – 4/2000)
- Chief Financial Officer – Genius Labs Inc. - (8/98 – 8/2000)
- Chief Financial Officer – Mustard Seed Inc. - (1/92 – 1/93)

Leadership & Board Experience in Non-Profit Organizations

- Board of Directors - Capstone University, Pasadena, CA 6/08 – Present
- Chairman - Project India (a humanitarian organization), Mori, India. 7/86 – Present
- President – Hope For People International, Burbank, CA 2/05 – Present
- Board of Directors - Mustard Seed International, (Relief Organization) Pasadena, CA 5/98 – 12/04
- Board of Directors - Mission Compassion Inc., (Relief Organization), SF, CA 2/80 – 2/90
- Chief Financial Officer - Mustard Seed Inc, USA, Pasadena, CA 1/92 – 1/93
- Faculty Advisor to several professional student organizations within the UC system

Education

- MSCP - HARVARD UNIVERSITY, Graduate School of Business, Boston, MA
- MBA - GOLDEN GATE UNIVERSITY, San Francisco, CA
- BA - SAN FRANCISCO STATE UNIVERSITY, San Francisco, CA

Personal: Married to Amy and father of three children (Nena-12 yrs; Judah-9 yrs; Jaelle 2yr)

Additional Information:

Most recent consulting, teaching and custom programs for Senior Executives include:

- Genentech – Analyzing operating performance to build strategic initiatives.
- UCSF Medical Center – Creative Cost Curtailment - ABC costing & management
- Hewlett Packard - Improving Performance – Restructuring the balance sheet.
- Conceptus Inc – Financial reporting challenges in an emerging company (twice)
- CIO Institute - Improving Performance Measures (twice) –
- ACG – Mergers and Acquisitions Analysis “Investors be Aware!”
- ACC (Assoc. of Corporate Counsel) – Financial Reporting “Attorneys be Aware!”
- CEB (Continuing Education for the Bar) – Financial Reporting for Attorneys

External Service and Assignments

- Associate Director, Clausen Center for International Business & Policy, Haas School of Business
- Associate Director, Center for Open Innovation, Haas School of Business
- Spearheaded Masters in Professional Accountancy (MPAC), a new degree program

Honors and Awards

- Leadership Award for Exemplary Service – 2009 from Haas School of Business
- Golden Apple Teaching Awards – 1997 & 2001 from Marshall Business School, USC
- Most Innovative Teacher Award - 2000 from Marshall Faculty Award, USC
- National Teaching Awards – 2002, 2004, 2005 “Who’s Who Among America’s Teachers”
- Motor Board Outstanding Professor Award – 2003
- Professor of the Year Award – 2003 (National Greek Society – Gamma Sigma Alpha)

Teaching

- MBA 224, Managerial Accounting
- EMBA 202, Financial Reporting
- UGBA 127, International Accounting; Forensic Accounting
- Executive Education: Financial Statement Analysis, Managerial and Financial Accounting

Current Research & Interests

- Strategic Planning & Cost Reduction Strategies
- Profit Center Accounting
- International Accounting & Multinational Corporations
- Forensic Accounting