

## Mark Cullivan

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July 2020

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### ACCADEMIC EXPERIENCE

**University Lecturer:** Instruction of various economics and business courses including principles of micro and macro economics, personal finance, managerial economics, business communications, intro to business, and business mathematics for both undergraduate and graduate college programs.

Being an adjunct college instructor has afforded me the ability to lead a duplicate professional life working in the corporate world. I bring these corporate experiences into the classroom and connect the course material to real firsthand business experiences.

(January 1992 – present)

San Diego State University  
University of San Diego  
West Coast University

San Diego Community College District  
Miracosta College

Cuesta College  
Allan Hancock College

### Continuing Education Conferences

- AEA Conference on Teaching and Research in Economic Education (CTREE), Denver, CO – June 2017
- EconEd Conference, Chicago, IL – October 2017

### CORPORATE PROFESSIONAL SKILLS AND ABILITIES

- Thorough understanding of corporate Financial and Operational functions.
- Extensive experience in both public and private company environments.
- History of rapid advancement in duties and responsibilities.
- Excellent communication and presentation skills.
- Strong marketing background and ability to understand and communicate sales trends.
- Demonstrates repeated ability to carry out multiple objectives to consistently meet goals.

### PROFESSIONAL EXPERIENCE

#### The EOC Group

(January 2018 – Present)

#### CFO

**Tulsa, Oklahoma**

The Evolution of Communications Group is a collection of 5 telecommunications, each providing a unique product or service that fit together to offer consumers and businesses the most comprehensive portfolio of communication products ever. The EOC Group owns one of seven FCC nationwide common carrier licenses making us a Tier 1 service provider. As CFO of the group, I manage all financial activity of the companies. I also am heavily involved in business development and new projects.

#### Falcon Nano, Inc.

(June 2014 – July 2016)

**Las Vegas, Nevada**

**CFO & VP Business Development:** Falcon Nano is an early stage company developing wireless data transmission technology. I have spearheaded the money raising efforts of the company, bringing in \$600k in venture capital. I created the accounting system and financial controls necessary to be in good standing for an anticipated financial audit. I work with our development and legal teams on corporate communications, marketing, and company positioning for acquisition.

**MEC Corporation**

**Del Mar, California**

(June 2002 – June 2014)

**Business Consultant:** I am the founder and president of MEC. My company performs a variety of business functions for organizations in various stages of development. Contract work has included the creation and implementation of financial and accounting systems, corporate structuring, capital raises, overhauling administrative operations, developing and writing business plans and marketing strategy, and providing financial projections and capital structuring.

**Projects**

- I published a financial website that focused on natural resource companies. I wrote a weekly newsletter that was distributed to several thousand subscribers. I worked with resource companies on market awareness campaigns.
- Ongoing business development work for a venture capital/corporate development company.
- I worked with a nanotechnology investment group. I developed the accounting system and maintained it, I worked on business development and marketing campaigns and I oversaw the running and editing of the company website.
- I was the controller (6 years) for a \$10M literary agency that represents over 400 authors.
- Wrote the business plan for research and development biotech startup. Helped achieve \$1M angel funding. Company completed Series A funding of \$100M.
- Completed a 2-year project with a \$9M online advertising agency. Overhauled and implemented new accounting/operations software, system, and policies. Exposed financial time bomb; helped engineer financial turnaround. Company successfully turned the corner and was sold.
- Produced financial projections and assisted on business plan for an action sports equipment and apparel company that is currently in funding negotiations with financial companies.
- Developed and implemented accounting system for franchiser/consulting company.

**Ubrandit.com/Mindtronics Corporation (AMEX: UBI)**

**San Diego, California**

(March 1999 – June 2002)

**CFO and VP Operations:** Worked in lockstep with CEO and COO on all facets of business. Performed vital role in taking company public and moving stock from bulletin board exchange to American Stock Exchange. Responsible for all internal and external financial matters including SEC filings, management discussions and analyses, budgets, consolidated financial statements, and forecasts. Created several subsidiary companies. Managed operational and financial function of acquired New Jersey subsidiary. Managed the staggered maturity cash investment account. Managed all aspects of day-to-day operations, investor relations, personnel, and facilities.

**Market Publishing Corporation/Global Investor's Guide Inc.**

**Del Mar, California**

(July 1996 – March 1999)

**President:** Originally divisions of a venture capital firm, MPC and GIG were spun off into separate corporations. Managed all aspects of financial markets publishing corporation. Partnered with venture capitalist to promote client companies via website, email and newsletter campaigns. Worked with financial periodical writers on monthly publications: Edit, layout, production and fulfillment. Controlled all company accounting and finances, including annual \$2MM marketing budget. Directed marketing efforts of comprehensive financial website to publicly traded companies, media outlets, other financial and stock market related organizations.

***Transformed Global Investor's Guide, Inc. into Ubrandit.com.***

**Den-Mat Corporation Senior Sales and Marketing Analyst** (September 1993 – June 1996)

**Nobel Floral Inc. Operations Manager** (September 1992 – September 1993)

**EDUCATION**

**University of California at Santa Barbara**

Master of Arts in Business Economics, 1991

Bachelor of Arts in Business Economics, 1990, Dean's List

**Other**

Member – San Diego Chapter of The Financial Executives Networking Group (FENG)

2009, 2013, 2014, 2017, 2018 Boston Marathon Qualifier