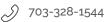# LOU **PUGLIESE**

🏠 12704 Pond Crest Lane, Oak Hill VA 20171

✉ loupugliese@gmail.com@email.com

📞 703-328-1544

OBJECTIVE

Innovator, thought leader, and successful venture-growth entrepreneur eager to apply those same skills, passion and drive from my growth stage enterprise success to find new ways to disrupt, displace and advance business models in the global education market. My career has spanned two decades in working with founders reengineering, restructuring, and rethinking strategy to accelerate growth and effectively address new competitive realities. As a successful change lever, I am seeking opportunities to provide both leadership in social impact enterprises and the acceleration of the flow of capital to social ventures that disrupt, displace and advance conventional methods in the global education market. .

WORK EXPERIENCE

Executive Vice President
April 2020-Present

University of Marlyand Global Campus
Oversee academic affairs, strategic enrollment management, techology innovation operations, finance, human resources and general counsel. Responsible for the advancement and execution of institutional strategy. Liason with UMUC Ventures.

Chief Executive Officer
August 2019 April 2020

University of Marlyand University College Ventures
Led all investment strategy and operational oversight of portfolio company leadership for an endowment based fund advancing innovation and entreprenuership to higher education. Responsible for portfolio company liqudity fueling new investments and institutional scholarships.

**Senior Innovation Fellow
Managing Director
Action Lab**
2015-2019

Arizona State University-EdPlus
Develop and Execute the nation's first Higher Education digital teaching and learning research center for the study of technology innovation efficacy. Applied research in digital learning science in online and adaptive learning modalities.

Philanthropy/Consulting
2013-2016

The Praxis Group
Community Coalition for Haiti
• Economic development programs through education projects in rural Haiti.
Education Development Center
• Mobile solutions for agribusiness, financial and early learning education in Ghana.
Saylor Foundation
• Open source education resources for post secondary and workorce development
Laureate Education
• Advisory board leadership development and competency based education design

SVP Open Source Solutions
Washington DC
2012-2013

Blackboard Inc.
Post Moddlerooms acquisition, expand Blackboard's brand to open source multi-platform businesses and create strategic development for global eLearning platform and develop corporate strategy and execution for expanding Open Source products 02: Moodlerooms Inc.

**Chairman & CEO
Baltimore, Maryland**
2010-2012

Moodlerooms .
Provides central leadership to position the company at the forefront of the eLearning industry amidst a great state of change. Strategy and execution for revenue growth and profitability. Provide hands on oversight in company operations to insure production efficiency, quality, service, and cost-effective management of resources execution for expanding Open Source products 02: Moodlerooms Inc.

**President
Washington, DC**
2006-2010

Learning Diagnostics
Education consultancy serving Universities and fortune 500 organizations involved in global e-learning initiatives related to big data analytics and outcomes measurement.

VP Corporate Development
Princeton, NJ
2004-2006

Educational Testing Service (ETS)
Company Officer responsible for 5 cross division functional centers of excellence combining development, M&A, sales, marketing, market centered design and corporate

VP Elementary and
Secondary Education,
Princeton, NJ
2003-2004

Educational Testing Service (ETS)
Company Officer responsible for overall growth and development of ESE's expansion and business diversification. Business strategy development and high growth M&A strategy & execution.

Business Strategy
Consultant,
Princeton, NJ
2002-2003

Educational Testing Service (ETS)
Developed central E-learning and overall product strategy for long tern revenue and market share growth. Developed Joint Venture and acquisition financial models for both domestic and international markets

Entrepreneur in
Residence
McLean, VA
2001-2002

Novak Biddle Venture Partners
Developed investment thesis for educational technology sector investments as well as extensive investment consideration due diligence. Appointed CEO of Answerlogic, Inc., an NLP technology solution and negotiated M&A opportunities and concluded sale of Answerlogic to Primus, Inc.

Chief Executive Officer
Washington, DC
1998-2001

Blackboard Inc.
- Oversight of all management, leadership and operations of Blackboard and the longterm strategic direction of Blackboard's business
- Shaped a high-growth, diversified business gaining international recognition as a leader in online education
- Achieved 600-percent annual revenue growth n 20 months
- Grew installed base including 20 corporations, K-12 and Higher Education to over 3,000 institutions in 70 countries
- Expanded user base to more than 2.1 million individuals teaching and learning on Blackboard
- Lead and managed multiple acquisitions adding market share and add-on capabilities.
- Raised over $51 million in private financing, and expanded company from 15 to over 200 employees.

Chief Operating Officer
Washington, DC
2010-2012

ETC-Telecommunications Inc.
Directed product development, sales and marketing initiatives including educational consulting for customized technology solutions, learning software, accountability and assessment programs, and professional development. Managed marketing and sales of a professional development distance learning network for educators and administrators.

VP Marketing and Sales
New York, NY
1995-1997

Scholastic
Led research and development for market positioning of online and multimedia products and services. Led start-up team effort in marketing, sales and product development for Scholastic Network , the first Internet based teaching and learning resource for schools and homes. Negotiated and managed relationships with consultants, overall management of marketing and field sales staff of 30, responsible for aggressive revenue goals of over $5 million.

Vice President
Atlanta, GA
1989-1995

Turner Broadcasting-Turner Education Services
Development and marketing of new products and services for television and emerging technologies serving homes, schools and libraries. Developed Turner Adventure Learning, a series of live, interactive electronic field trips designed as innovative-teaching solutions for the school and home education market. Negotiated distribution agreements including cable distribution, Pay-Per-View and Public Broadcasting, for Turner Adventure Learning, CNN Newsroom and other original Turner Productions. strategy.

Dir. Broadcast Operations
Trenton, NJ
1989-1995

PBS- New Jersey Network
Managed and supervised on-air program schedule related to broadcast operations of astatewide PBS network. Conceived, created and implemented statewide promotional image campaigns. Established incremental revenue through institutional and home video software sales program leveraging locally produced film and video programing.

Education
Pennsylvania State University
Bachelor of Arts
Speech Communications and Journalism

Teaching Appointments
University of Pennsylvania Graduate School of Education
Education Entreprenuership Capstione

University of Maryland Robert Smith School of Business·
Instructional design and teaching for social entrepreneurship and Innovation courses

Board Appointments
Educate Global Fund

IEducation Design Lab

MS

Higher Digital

Relavent Coursework

The Wharton School
  • Social Entrepreneurship- Social entrepreneurship business strategy for high-potential positive social
    impact and apply tools and frameworks to testing and scaling social enterprise - 2014
  • Executive Education-Governance and Effective Board Management - 2011

George Mason University, Mason Center for Social Entrepreneurship
  • Social Entreprenuership- Identifying, preparing, and empowering the world's next generation of
    social entrepreneurs - 2014

University of Michigan
  • 2014-Social Network Analysis structure and evolution of networks, drawing on knowledge from disciplines
    as diverse as sociology, mathematics, computer science, economicsn and physics - 2014