

## Hiram I. Willis, Ph.D. Curriculum Vitae



Greetings. I currently teach graduate and undergraduate Finance courses at Tarleton State University (Stephensville). Three years ago, I moved to Seguin Texas after 27 years of running and funding companies, as well as teaching in Silicon Valley.

I have run a few high-tech companies (California, Illinois, and New York) and was fortunate enough to be named an INC. 500 President, as well as a New York Fortune 50 Fastest Corporate Growth President. I have consulted for Private Investment Banks and International Banks (Sumitomo, Industrial & Commercial Bank of China, and Deutsche Bank), along with High-Tech Silicon Valley and International (Hong Kong, Shanghai, Tokyo, Vancouver, London/Reading, and Munich) companies. After 27-years in Silicon Valley, I left a high-tech Energy Company in California as its Chief Financial Officer to move to Texas.

### Education

**Ph.D., Finance**, 2014, Walden University (Minneapolis, Minn.), Ph.D. in Applied Management and Decision Science in Finance (ACSBP). Doctoral Thesis: Sustainability and Resilience of Socially Responsible Investments, 2014, Published ProQuest/UMI #14306.

Non-published research white papers:

Willis, H. (2011). *Investment and International Finance Theories Influence on SRIs*. Walden University; pp. 1-140.

Willis, H. (2010). *Organization Systems Influence on Financial & Investment Theories*, Walden University; pp. 1-115.

Willis, H. (2010). *Financial Theories and Derivatives Influence on Socially Responsible Hedge Funds*. Walden University; pp. 1-118.

Willis, H. (2009). *The Influence of Financial Theories on Human Development*. Walden University; pp. 1-98.

Willis, H. (2008). *The Influence of Financial Theories and Capital on Social and Economic Development*, Walden University; pp. 1-129.

**MBA**, Peter F. Drucker Graduate School of Management, Claremont University (Claremont, Ca.), 1986; A Drucker Student.

**Masters Certificate**, Executive Management, Peter F. Drucker School of Management, Claremont University (Claremont, Ca.), 1984.

**Bachelor of Science in Electrical Engineering** (Electrophysics) – University of Southern California (Los Angeles, Ca.) 1973-1977; Archimedes Engineering Award.

**Adjunct Professor and Lecturer**

Adjunct Professor of Finance. Tarleton State University (TSU-Stephensville, Texas). I teach Finance in asynchronous online classes (Fall 2023 to Spring 2025).

Adjunct Graduate Professor of Finance. International Technological University (ITU) Graduate School of Business (Santa Clara, Ca.). Fall 2010 – Spring 2022. I left Silicon Valley for Texas.

Adjunct Professor, Marketing, Menlo College (Menlo Park, Ca.). Fall 2006- Fall 2017; *Teacher of the Year Award* from fellow Faculty and Students.

Adjunct Professor, Finance and Management, California State University Monterey Bay (Seaside, Ca.). 2013-2014.

Invited Lecturer on Business and Finance topics. UC Berkeley (Berkeley, Ca.). Fall 2011, 2012.

Adjunct Professor, Finance. Financial Management. UC Santa Cruz. (Santa Clara, Ca. ) 2010 – 2008

Adjunct Professor, Marketing Management, Marketing Strategy, Saint Mary's College (Moraga, Ca.). Graduate School of Business. 2006, 2007, and 2008.

Invited Lecturer on Finance and Business Management. San Jose State University Business School Center for Entrepreneurship (San Jose, Ca.). 2004.

Adjunct Faculty, Business Management & Finance Fisher Graduate School for International Studies, Monterey Institute for International Studies (MIIS, Monterey, Ca.). 2002-2005: Capstone.

**Finance Courses Taught:**

- ✓ Foundations of Finance
- ✓ Financial Management Principles and Practices
- ✓ Financial Statements Analysis
- ✓ Corporate Finance
- ✓ Socially Responsible Investments
- ✓ Behavioral Finance
- ✓ International Financial Management and Foreign Exchange
- ✓ Entrepreneurial Finance
- ✓ Financial Engineering Computation and Quantitative Methods
- ✓ Financial Engineering and Innovation
- ✓ Financial and Economic Analysis
- ✓ Managerial Finance
- ✓ Investments and Securities Analysis
- ✓ Mergers and Acquisitions
- ✓ Financial Derivatives and Options

**Marketing Courses Taught Menlo College and Saint Mary's Graduate MBA :**

- ✓ Principles and Applications of Marketing (Undergraduate)
- ✓ Marketing Management and Strategy (Graduate)
- ✓ Strategic Marketing (Graduate)
- ✓ Advertising Principles and Strategies(Undergraduate)
- ✓ Public Relations Principles(Undergraduate)
- ✓ International Marketing(Undergraduate)
- ✓ Marketing Plans (Undergraduate)

**Executive Business Experience Highlights****Executive Experience:**

- **Chief Financial Officer**, MicroNOC Inc. (Rancho Cucamonga, Ca.) 2017- Jan.2020:  
Generated financials, business plans, financial analysis, investor relations, raising capital, and

forecasting for new energy services. Banking and investor relations building and maintenance. Retired to leave California for Texas to be closer to family and teach.

- **Vice President of Finance**; Maverick Technologies, Inc. (Fremont, Ca.) 2012- 2017: Organized business plan, investor presentation, restructuring corporate capital, created new budgets and capital plan, and raised debt & equity funding.
- **Managing Director**, Profit Praxis International (Sunnyvale, Ca.) – Business Strategy, Financial and M&A Consulting– (2003 – 2012).  
Huawei (Fort Worth, Tx. & Shenzhen, China), VTech (Hong Kong, China & Portland, Or.), Ybrant Digital (Hyderabad, India.), HiLevel (Santa Clara, Ca. & Wuhan, China); ML Stern, Silicon Pipe LLC, H3D, Inc, Angel Investor, and Partner in US Private Equity Funds, LLC (Burlingame, Ca.).
- **CEO** – SCTN, Inc., Smart Chip Technologies Networks (Las Vegas, Ne.). 1999-2003
  - Business & Financial planning. Raised both private equity and debt. Operated company. Licensed technologies and provided exit programs for early investors.
- **President** - Voice Technology Group, Inc. (Amherst, NY). 1993-1999. *Inc 500 President and New York 50 Fastest Growing Companies President*. Hired as Chief Operations Officer, then promoted to president. I structured a Corporate turnaround starting with products and services, while refocusing sales and marketing new growth markets, then raised the required new capital for expansion setting the stage for early investor exits, and the acquisition by Intel Corporation.
- **Managing Director** – Symbolic Sciences International, Inc. (Irvine, Ca; Richmond, Canada; Reading, UK.); 1990-1993. Structured a corporate turnaround. Launch high resolution imaging products from concept to product models. Refocused sales and marketing into medical imaging and graphic arts. Raised new capital to launch a new product line. Sat on Board with three groups of foreign investors. After the 3<sup>rd</sup> profitable year the company was sold to Reprecom AG (Geneva, Switzerland).
- **VP of Marketing followed by Chief Operations Officer (COO)** – Storage Concepts, Inc. (Irvine, Ca.); 1987-1990. Hired as VP of Marketing. Later promoted to COO. The company was sold to Western Digital Corporation.
- **VP Marketing, Director of Marketing, Engineer** – Hughes Aircraft Company (El Segundo, Ca.). 1977-1987. Aerospace engineer and DoD liaison. Later moved from engineering to

program development within the Pentagon. Left to focus more on commercial & industrial markets.

### **Invited Conference Speaker; White Papers, and Presentations**

- Willis, H. (2012). *Entrepreneurship & Financial Strategies*; Seminar; UC Berkeley.
- Willis, H. (2011). *Socially Responsible Investing*. International Technological University Fall 2011 Seminar Series.
- Willis, H. (2010). *Financial Derivatives and Investing*. International Technological University Summer 2010 Seminar Series.
- Willis, H. (2002). *International Business Strategies*, Cal State University: TechBA International Business Growth US & Mexico Seminars.
- Willis, H. (1998). *Venture Capital Valuations and M&A Strategies*, Cal. State University San Jose Center for Entrepreneurship, Conference on Entrepreneurship.
- Willis, H. (1998). *Financial Strategies for Corporate Growth*, CSU San Jose State University Conference on Entrepreneurship. Seminar.
- Willis, H. (1997). *Effective Board of Directors*, Buffalo Business News, 1997.
- Willis, H. (1996). *Building Effective Management Teams*. The University of NY Buffalo.
- Willis, H. (1994). *Every Company is a Call Center*, Conference on Computer Telephony Integration. White Paper and Poster Session.
- Willis, H. (1993). *Medical Imaging and Neural Nets, Automatic Tissue Typing; Parallel Processing Architectures*. White Paper & Presentation.
- Willis, H. (1990). *IR Signal Processing in Low Delta T Environments*, SPSE 43rd Annual IEEE Conference. Published white paper.
- Willis, H. (1989). *Advanced Super Computing Workstations*, Advanced Imaging. Published article.
- Willis, H. (1988). *Medical Image Processing*, IEEE sponsored SPIE Medical Imaging Systems, John Hopkins University. Published White Paper.
- Willis, H. (1985). *Advanced Imaging Workstations*, RSNA Conference on Medical Imaging. Published White Paper.

**Affiliations & Associations:**

- ❖ American Financial Association (AFA) Member;
- ❖ Silicon Valley Angel Investor and Capital Formation Network member.
- ❖ Los Angeles Venture Associates (LAVA). Cofounder of Los Angeles Venture Capital Group and General Partner Investor.

*Dr. Hiram Willis*

*3013 Prairie Bluff*

*Seguin Texas, 87155*

[HWillisUSC@gmail.com](mailto:HWillisUSC@gmail.com)

*1-408-843-6176*