

## JOHN GLENDENNING

7003 Shook Avenue  
Dallas TX 75214  
(214) 803-6037

### EDUCATION

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THE WHARTON SCHOOL, University of Pennsylvania, Philadelphia, PA <b>Master of Business Administration</b> , Concentration in Finance and Strategic Management Fishman-Davidson Fellow	1992-1994
RICE UNIVERSITY, Houston, TX <b>Bachelor of Science in Mechanical Engineering / Bachelor of Arts in Material Sciences</b> President's Honor Roll; Welch Undergraduate Research Fellow; Whiteside Scholar	1984-1988

### EXPERIENCE

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EXOTIC SUITCASE, INC. Dallas, TX <b>Managing Director</b>	2002-Present
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- Founded and lead company to create, invest in, and consult to technology-based start-up businesses.
- Evaluate business opportunities from a technological, financial, and operational perspective.
- Provide outsourced management support to technology-based businesses.
- Managed successful e-commerce retail business during early Internet days.

MASCON, INC., Woburn, MA <b>Vice President, General Manager</b> <b>Director, Export Division</b> <b>Manager, Business Development</b>	1994-2002 <b>1998-2002</b> <b>1996-1998</b> <b>1994-1996</b>
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Maintained full P&L responsibility for a \$40 million international high technology marketing business generating over 75% of total company revenues. Managed corporate and overseas branch office activities - China (5 locations), Taiwan, Korea, Hong Kong, and Singapore with a direct report staff of 15 people.

- **Developed and implemented cohesive new strategy and business plan**, successfully meeting or exceeding all goals. Reported to Board of Directors, directly influencing company strategy and direction.
- **Evaluated, negotiated, implemented, and managed multiple joint venture deals**, highlighted by a \$5 million joint venture for an advanced technology manufacturing facility in Shanghai; wrote the contract, performed start-up cash flow analysis, created organizational and financial structures, and hired the General Manager.
- **Negotiated strategic alliances** with manufacturers to broaden the product base more than tripling our relationships in PCB, cable television, and security products.
- **Managed all web sites and information systems** including setting strategy and developing web businesses. Integrated multilingual information systems improving communication and increasing efficiency.
- **Redefined organization into product groups**, improving efficiency and operations resulting in 65% increase in sales per person. Reduced inventory required by 50%. Increased customer base by over 30%.
- **Developed innovative, market-driven products** more than doubling the product line.
- **Invigorated organizational culture**, improving management approach to employee involvement and motivation, assuring staff buy-in to business plans and strategies.

DRESSER INDUSTRIES, M.W. Kellogg Co., Houston, TX  
*Engineer*

1988-1992

In the Machinery Technology Division, was responsible for developing requirements for critical plant equipment for a client base that included Shell, Hyundai, Formosa Plastics, a Fina Petroleum joint venture, Texaco, and others.

- ***Managed projects*** from initial analysis of technical, legal, and financial requirements through installation.
- ***Developed the division's first fully computerized proposal development program***, saving an estimated \$1 million in annual proposal costs.
- ***Initiated and presented training programs*** in quality and technology applications.

## COMMUNITY ACTIVITIES

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In recent years, I have devoted a significant amount of my time giving back to the local DFW community, with a particular emphasis on helping children develop a passion and aptitude for STEM.

LAKEWOOD MONTESSORI SCHOOL, *Board President*

2010-Present

- ***Provided guidance*** through the difficult COVID pandemic, as well as a move to a new facility.
- ***Evaluated and approved*** contracts and activities.

CERT (Community Emergency Response Team, part of DHS Citizen Corps)

2016-Present

- ***Set up and staffed*** various shelters for victims of hurricanes and other disasters.
- ***Continual training*** for possible disasters including Search, Communications (Amateur Radio), Shelter Operations, First Aid, NIMS, ICS and more.
- ***Dallas Zone 2 Leadership Team***

BOY SCOUTS OF AMERICA TROOP 70, *Assistant Scoutmaster*

2018 – Present

- ***Swampbase Trek Adviser*** – Co-led a group of scouts on a 60 plus mile canoe trip through the Atchafalaya swamps.
- ***Managed and organized*** summer and winter camps for the troop for the past 2 years as well as various other activities.
- ***Created and led*** initial program for new scouts, changing the program from primarily adult taught to scout taught.
- ***Earned honors*** such as elected to Order of the Arrow and Wood Badge.

CUB SCOUTS TROOP 54, *Den Leader and Treasurer*

2015-2018

STEM SCOUTS, *Lead Instructor*

2016-2018

- ***Developed original STEM content*** for an afterschool program for third to fifth graders.
- ***Coordinated Jamboree on the Air*** between schools and local Amateur Radio Clubs.
- ***Taught and expanded*** premade content from STEM Scouts.