# Expert Opinion Letter (Confidential)

Analysis of Positional Requirements for National Interest Waiver

Evaluator: Dr. Francisco J. Quevedo

Evaluator Info: Assistant Professor of Professional Practice, Rutgers University, Adjunct Associate Professor of Business, Pace University, Adjunct Instructor, MASY Program, NYU

**AREAS OF EXPERTISE**

* Marketing
* Management
* Corporate Planning
* Economics
* Business

**EMPLOYMENT**

* Assistant Professor of Professional Practice, Rutgers University, NJ, 2020 – present
* Adjunct Associate Professor of Marketing, Pace University, NY, 2017– on call, non-teaching
* Adjunct Instructor of Marketing Strategy, New York University MS program, 2019 – 2020
* Certified Instructor of Marketing, CIED (University of Petroleum), Caracas, 1999 – 2003
* Instructor of Economics, Finance and Marketing Caracas Insurance College 1988 – 1991
* Instructor of Mathematics, Northern Essex Community College, Haverhill, MA, 1973

**EDUCATION**

* DPS Doctorate in Business, Pace University, NYC, 2020
* CAGSB post-master’s certificate in Corporate Planning, Pace University, NYC, 1983
* MBA Master of Business Administration, Marketing, Pace University, New York, NY, 1982
* BA Bachelor of Arts in Economics University of Massachusetts, Amherst, 1978

**OTHER PROFESSIONAL EXPERIENCE**

* Trustee, Arigatai Foundation® (prior WSKF USA® Foundation), NJ, 2017 – present
* Consultant and Researcher, Q.P.P & Asociados, S.A, Panama – Caracas, 1998 – 2016
* President, Trust, Corretaje de Seguros, S.A., Caracas 1987 – 2018
* Comptroller, Fundación Deportiva WSKF de Venezuela, 2008 – 2016
* Associate Consultant, Inter-American Management Consultants, Miami, FL, 95 – 98
* President, Econotours, Caracas, 1988 – 95
* Deputy President, Seguros Los Llanos, Caracas (Insurance Company), 1986 – 87
* General Manager, Insurance, Confinanzas, Caracas (Financial Group), 1985 – 86
* Sales and Marketing Manager, Seguros Nuevo Mundo, Caracas, 1983 – 85
* Coordinator Zone 1 (northeast US), GMA Foundation, New York 1979 – 1981

**CONSULTING**

Fortune 500 firms like DuPont®, Chubb®, Liberty Mutual®, Parmalat® and PDVSA®, government agencies like the Panamanian Tourism Authority, and worldwide NGOs like WSKF of Japan, among others; presently consulting with AlterBank of Saint Lucia, BWI, GCS from San Antonio, TX, and the Museum of Contemporary Art in Panama, among other projects.

I am providing this professional opinion letter based on my experience as a business manager and corporate strategist, entrepreneur and social entrepreneur, and as a full-time professor and researcher at Rutgers University (NJ), and an Adjunct at NYU (New York University) and Pace University of New York and Pleasantville, NY.

Regarding my academic background, I obtained my Bachelor of Arts (BA) in Economics 46 years ago, in May of 1978, from the University of Massachusetts, at Amherst, MA; I got a Master’s Degree in Business Administration (MBA) and an Advanced Business Degree (CAGSB) from Pace University in New York, NY, in 1982 and ’83 respectively. I finished my Doctorate in 2020 at the same Lubin Graduate School of Business. I have been published thirteen times since 2019, with one more article currently under Editor-requested revisions. See my latest in <https://rbr.business.rutgers.edu/sites/default/files/documents/rbr-090107.pdf>.

My professional career has been dedicated to management, business development, and corporate strategy consulting; including international experiences with employers and clients such as the GMA Scholarship Fund, where I oversaw funding and academic supervision for nearly 3,000 college students in the U.S., the Panamanian Tourism Authority, the World Shotokan Karate Federation, plus Fortune 500 corporations like DuPont®, Parmalat®, Chubb®, Liberty Mutual®, PDVSA®, as well as Multi-Credit Bank, CONASE, Petrolera Nacional, RPSA Toyota, MRM®, and others from the U.S. to Japan, and from Ecuador to Andorra, since 1983. My areas of expertise are education, fundraising, entrepreneurship, and business management.

Throughout 46 years of professional and academic practice, I have become extensively familiar with the nature and depth of knowledge and skill, both theoretical and practical, gained by university students who study management, marketing, operations, and finance, and how that knowledge and skill is recruited and applied in a diverse operating environment across the fields of business.

As an evaluator, I am responsible for reviewing academic and experiential qualifications to form part of a candidate’s credential evaluation report, providing a detailed analysis of the academic background and occupational experience that a person has received outside the United States based on Tse’s (2012) and Hawthorne’s (2016) guidelines.

Signed,

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Dr. Francisco J. Quevedo, BA, MBA, CAGSB, DPS

Adjunct Associate Professor,

Pace University of New York and Pleasantville – NY