

Bernie Weiss
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Business Development Executive with over 30 years of successful experience in entrepreneurship, corporations and higher education. Blending strong management skills with an in-depth knowledge of business development and global trade, I have enabled thousands of smaller to mid-sized companies and seminar participants throughout California and the U.S. to promote their firms internationally. I am particularly effective in developing community based partnerships, delivering small business assistance and administering economic development programs. I am seeking a senior management position requiring proven leadership, community involvement and revenue generating skills.

PROFESSIONAL SKILLS

- Cutting-edge applications expertise in the utilization of Internet to assist small businesses
- Proven strategic alliance and team builder
- Adept in analyzing and solving complex problems
- Effective communicator, negotiator and grant writer
- Dynamic interpersonal skills and leadership
- Seasoned financial manager

PROFESSIONAL EXPERIENCE

Founding Investor, Energy Alternative Solutions, Inc. (EASI), Biodiesel production company in Gonzales, CA first fully permitted and operational Biodiesel operation in Northern California, utilizing muliti-feedstock processing technology, 2005- present.

Director, Silicon Valley Center for International Trade Development, West Valley Community College, Campbell, CA, 2006 – Present

- Provide import/export assistance to companies, present workshops and training as well as participate in economic development projects in the Bay area.

Small Business Development Consultant, Gavilan College Small business Development Center, Gilroy, CA, 2004 – 2005.

- Advised multiple clients in business start up and business expansion challeges.

Statewide Director, International Trade Development, Economic & Workforce Development Program of the California Community Colleges, Sacramento, CA, 2000 - 2004.

- Provided leadership and coordination for the statewide network of 14 Centers for International Trade Development, which served 2,877 businesses with 9,202 hours of technical assistance and 20,905 hours of training and reported over \$200 million in trade transactions in 2002.

- Instrumental in securing funding for the California-Mexico Trade Assistance Centers (CMTACs) of \$2.1 million in 2000 through a legislative proposal and implementation plan, approved by the legislature and the Board of Governors.
- Solved intricate trade assistance and grant administration problems for Center project Directors. Worked with key legislators and special interest groups to advocate and support trade related legislation.
- Identified, acquired and leveraged additional resources and partnerships to support economic development initiatives of community colleges with international trade focus.
- Actively participated in several International trade and education grants, steering committees and conferences

International Trade Services Coordinator, Small Business Development & International Trade Center, Southwestern College, Chula Vista, CA 1992 – 2000.

- Provided trade assistance to over 500 clients, resulting in over \$85 million in exports and \$2 million in loans.
- Managed 18 specialized consultants who directly assisted Center clients.
- Led Center team that won 1996 'Service Organization of the Year' award from World Trade Center, Organized and presented over 100 seminars on diverse topics of international trade.
- Developed strategic alliances and coordinated events and activities with other service providers in San Diego area and throughout California.
- Developed budgets, work plans, success stories and grant narratives.
- Conceptualized and co-authored successful \$200K Market Development Cooperator Program application for World Trade Center, resulting in \$15 million in trade transactions with border Mexican manufacturers

Adjunct Faculty, Graduate School of Business, USD, San Diego, CA., 1997 – Present; UCSD Extension, 1999; Graduate School of Management, Syracuse University, 1986 - 1989.

- Taught International Marketing, and specialized segments on International Marketing Research and International e-Commerce for Executive Certificate Program in International Business.
- Developed forum where class critiqued corporate international strategies presented by local CEOs.

Principal, Business Development International, -San Diego, CA and Weston, CT. 1983 - 1992.

- Advised Fortune 100 clients on international joint ventures, import/export management.
- Developed strategic analysis, profitability, foreign tariffs, and site feasibility.
- Clients included Carrier, Philip-Morris, Warner-Lambert, Xerox, Estee-Lauder.
- Planned Maquiladora joint venture between American and Mexican manufacturer; reducing foreign Customs duties over \$5 million.

Director, Financial Planning and Analysis, Carrier International Corporation, Syracuse, NY 1985 - 1986

- Developed monthly and quarterly operation reviews, annual budgets, capital appropriation plans, field budget reviews, and financial forecasts for over fifty international operations in more than thirty countries with total sales of over \$700 million.
- Evaluated twenty key acquisitions and assisted V.P. Finance in developing international financial strategies.

Vice President, Strategic Planning Operations; Member, Board of Directors,

General Electric de Mexico, Mexico City, D.F. 1980 - 1983.

- Created and implemented functional strategies for \$500 million manufacturing and marketing subsidiary.
- Managed twenty professionals.
- Coordinated joint venture and divestiture negotiations.
- Designed and implemented first "GE Total Country Plan Program" coordinating company-wide effort to expand investment and sales in Mexico.
- Identified over \$1 billion worth of sales opportunities and over \$400 million worth of resource requirements.

Previous positions included Manager, Strategic Planning; Manager, Business Planning; Senior Economist, for East Coast Fortune 500 firms and an early State Department position in Washington and overseas in Kabul, Afghanistan.

EDUCATION

Master of Arts, in Economics; International Finance concentration.

Maxwell School of Citizenship and Public Administration, Syracuse University. Member, National Economics Honor Society. Recipient Ford Fellowship and Maxwell Scholarships.

Bachelor of Arts, (with Honors in Economics). New York University, New York, NY,

AFFILIATIONS:

Founding Member, Board of Directors, San Diego World Trade Center; San Diego U.S. Department of Commerce District Export Council (DEC)