

Jack Gunther



PROFESSIONAL PROFILE:

Jack Gunther is a Special Consultant with the California State University where he assists the Office of the Chancellor with academic technologies. He is a member of the development team for the Digital Marketplace.

In 2006, Mr. Gunther retired from IBM as the Market Development Executive for the Higher Education market, worldwide. He was responsible for building an ecosystem of partners to better serve the information technology needs of higher education.

Prior, Mr. Gunther was the Global Marketing Executive for the Publishing Industry. He positioned IBM products and services for that industry. Before that, Mr. Gunther was the IBM Consulting North American practice leader for information and technology strategy offerings to telecommunication and media clients. For example, he led the development of IT strategies and technical architectures in support of new marketing, sales, or distribution strategies at several major media companies. He also led the development of corporate-wide IT strategies to achieve revenue growth for several publishers. He developed business metrics necessary for monitoring the implementation of best practices for a telecommunications company's application development process.

Mr. Gunther also assisted companies in their efforts to successfully implement major process changes via new organization designs. He led these companies through a process that produces an organization fully aligned with business direction and focused on high customer satisfaction.

PROFESSIONAL EXPERIENCE:

Prior to rejoining IBM, Mr. Gunther spent seven years as Vice President in a "Top Fifty" executive search consulting firm where he was responsible for its IT practice. He helped corporations restructure their organizations by identifying needed new competencies, developing new and redesigned positions, and recruiting executives to them. He also has four years of general management experience with a specialty publisher. As Executive Vice President and COO, he oversaw its significant growth in such media as film, video, training kits, books, software, and professional services. Additionally, he has fourteen years of experience with IBM in marketing and sales. While with IBM, he gained in-depth experience in the aerospace and manufacturing industries.

EDUCATION/PERSONAL HISTORY:

Mr. Gunther has a Bachelor of Arts in Mathematics from Occidental College

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