



School of Business
Executive-in-Residence Program

The School of Business Executive-in-Residence Program is primarily a student motivational tool with a secondary purpose of providing an opportunity for the firm to express where they fit in the world of business, what their business expects from their professional employees, and what tools and skill sets prospective employees are expected to possess.

For students to gain an understanding of the concepts and processes fundamental to productive business activity, the Executive-in-Residence shares the scope of activity and responsibilities of his/her position, how activity within his/her area is linked to other functional areas within the organization, and the personal background in developing the skills necessary for the position he/she holds. The program brings real-world business experience into the classroom.

Eastern Illinois University
Lumpkin College of Business
and Applied Sciences

School of Business



Gary Hull

Retail Industry Specialist
Partner with Columbus Consulting

Fall 2016
Executive-in-Residence
College to Career

**Open Presentation:
“Hindsight for Better Insight”**

Monday, November 7, 2016

**6:30 p.m.
Roberson Auditorium, Lumpkin Hall 2030**

Biography

Gary Hull is a Partner with Columbus Consulting and has been with the organization since 2005. Gary is a retail industry specialist focused on improving corporate performance through better planning, execution and analytics for retail, wholesale and manufacturing companies. He has 25 years of experience with retailers, software companies, and consulting firms with functional expertise in both planning and inventory management. As a project leader, business consultant and functional system designer, Gary has successfully Implemented over 40 planning solutions for companies ranging from apparel to hard lines.

Previously, Gary was a Senior Business Development Consultant at JDA Software, a company that provides supply chain, manufacturing planning, retail planning, store operations and collaborative category management solutions to more than 4000 companies worldwide. Additionally, Gary was the Director of Planning for The J.R. Watkins Co., a multi-national company specializing in bath, body, gourmet, health, and home care products. He also held positions in inventory management for Bath & Body Works as well as Venture Stores.

He is a member of the Board of Directors of the Eastern Illinois University Alumni Association and was a charter member of the Board of Directors of Columbus Consulting International.

Gary earned a Bachelor of Science degree in Finance from Eastern Illinois University in 1985 and completed his MBA from Eastern Illinois University in 1987. Gary is originally from Pinckneyville, Illinois and currently resides in Tarpon Springs, Florida.

Itinerary

Monday, November 7, 2016

- 12:30-1:30 Lunch with School of Business Faculty (Atrium)
- 1:30-2:00 Break (Office space and internet connection provided) (LH3109)
- 2:00-3:15 Classroom Visitation: Business Ethics w/Dr. Denise Smith (LH2121)
- 3:30-4:30 Roundtable discussion with MBA Students and Student Ambassadors (LH3109)
- 5:00-6:15 Dinner with External Relations Committee and Invited Guests (Atrium)
- 6:30-8:00 Open Presentation: **“Hindsight for Better Insight”** (Roberson Auditorium, LH2030)

Tuesday, November 8, 2016

- 8:00-9:00 Breakfast with President Glassman
Office of the President, Old Main
- 9:30-10:45 Classroom Visitation: Marketing Special Topics w/Mrs. Darlene Greathouse-Riedemann (LH1030)
- 11:00-12:15 Classroom Visitation: Web Design w/Mr. Paul Brown (LH1011)
- 12:30-1:15 Lunch with Dr. John Willems, Chair, School of Business; Dr. Mahyar Izadi, Dean, LCBAS (LH4015)
- 1:15-1:45 Break (Office Space and Internet Connection Provided) (LH4015)
- 2:00-3:15 Classroom Visitation: Strat and Policy w. Dr. Michael Dobbs (LH2121)
- 3:30-5:00 Meet with Lou Hencken (Buzzard Hall 2121)