

MARIO AVILA

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EXPERIENCE

2015 - present

VANDERBILT UNIVERSITY

Nashville, TN

Assistant Professor of the Practice of Management (July 2023 – Present)

Director – Turner Family Center for Social Ventures

- As Assistant Professor my teaching is focused on entrepreneurship, social enterprise and impact investing. I also lead various Global Business Immersion programs and initiatives related to athletics.
- Serve as founding director of Center that serves as resource and thought leader for people across the university interested in combining revenue-generating businesses with social impact objectives.
- Work with the Center board and university leaders to drive social impact initiatives across the university campus and Nashville community
- Manage daily operations including presiding over all center functions, day-to-day operations, managing and sustaining the center's growth and sustainability
- Oversee the center's fiscal activities including budgeting, reporting and fundraising
- Graduated from the Vanderbilt Leadership Academy – nine-month program for high-performing leaders in both academic and administrative areas in the university.
- Adjunct Professor (2018 to June 2023) – *Project Pyramid* – an interdisciplinary course that develops business solutions to global poverty. *Social Enterprise & Entrepreneurship. Global Business Immersion.*

2013 - 2016

EMERGE FINANCIAL WELLNESS, INC. – Certified B Corporation

Chief Executive Officer

- Lead the strategic vision, mission and social impact of the organization, an award-winning Benefit Corporation led by leading social venture capital firm Serious Change LP
- Raised over \$1,000,000 under my leadership, totaling over \$2,000,000 in capital from angel investors and social venture funds
- Manage daily operations including presiding over all company functions, day-to-day operations, managing and sustaining the company growth and profitability
- Oversee the fiscal activities of the organization including budgeting, reporting and audit
- Responsible for recruitment, hiring, and mentorship for company employees and interns
- Negotiated and secured funding through nonprofit channel partners from national foundations (*JPMorgan Chase, Citi, and Ford*) totaling over \$750,000
- Restructured corporation and successfully relocated company headquarters from San Francisco to Nashville
- Increased Gross revenues by \$600,000 an increase of over 350% from the previous leadership
- Led management team and worked closely with CTO to design and implemented an intelligent, flexible web-based financial wellness platform, increasing membership by over 400% in the first six months
- Lead company's *Commitment to Action* with the Clinton Global Initiative America, focused on economic empowerment and financial opportunity for Americans

2011 - 2014

CONTIGO FINANCIAL, INC.

Nashville, TN

Founder & Chief Executive Officer

- Led a team of four MBAs in the creation of responsible consumer financial lender
- Work with the Board to determine Contigo's values, mission, vision, and short- and long-term goals
- Manage daily operations including presiding over all company functions, day-to-day operations, managing and sustaining the company growth and profitability
- Assure quality and organizational stability through development and implementation of standards and controls, system and procedures, and regular evaluation
- Oversee the fiscal activities of the organization including budgeting, reporting and audit
- Develop strong relationships with financial institutions and other strategic partners
- Successfully pitched and won \$25k Jim Sohr Business Grant at Vanderbilt University
- Graduated from Jumpstart Foundry a top 15 startup business accelerator
- Sold Contigo Financial to Emerge Financial Wellness in June 2013

2011 - 2012

CAL TURNER PROGRAM FOR MORAL LEADERSHIP IN THE PROFESSIONS

Nashville, TN

Graduate Student Fellow

- One of four students selected as an ambassador for the Owen Graduate School of Business

- Charged with supporting the leadership development of Vanderbilt University's professional students
- Led year-long project to evaluate and develop a social entrepreneurship partnership between the Nashville Entrepreneur Center and Vanderbilt University

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| Summer 2011 | THE SHALOM FOUNDATION <i>Project Pyramid, MBA Project Management Intern</i> | Guatemala City, Guatemala |
| | <ul style="list-style-type: none"> • Extended the Project Pyramid in-school consulting project into my MBA summer internship • Determined housing solutions for 150+ households through hybrid housing-microfinance project, government and non-profit funding. • Designed a non-profit/for-profit model to address various needs including housing, utilities and financial services for holistic program development. • Created organizational and communication structure which improved current and future housing projects. • Built and implemented census and needs assessment, created the first community database for local leaders and the Shalom Foundation. | |
| 2007 - 2010 | CAMPBELL & COMPANY <i>Associate Consultant</i> | Chicago, IL |
| | <ul style="list-style-type: none"> • Provided talent management counsel and guidance including executive search, strategic staffing, organizational design, leadership assessment and succession planning to nonprofit clients • Led client projects that generated over \$450,000 in revenue by working closely with the client's leadership • Developed and implemented new document processing system reducing total importing procedure by 60% • Oversaw Talent Management database including implementations and training of new employees • Led a cross-functional team tasked with developing a five year strategic plan for our Annual Giving services • Introduced firm-wide webcam technology and developed process and procedures for interviews | |
| 2006 - 2007 | APEX SYSTEMS INC. <i>Account Manager</i> | Chicago, IL |
| | <ul style="list-style-type: none"> • Delivered technical staffing solutions to Fortune 1,000 clients by way of client presentations, gathering and fulfilling client requirements, and providing ongoing customer support • Generated new business in the Chicago area by researching and cold calling potential clients, maintaining strong relationships through consistent communication • Negotiated business to business agreements by interfacing with C-Level Executives and Senior Managers, establishing 3 new accounts for the firm • Managed and coached a team of up to six recruiters to fill open client positions • Promoted from Recruiter to Account Manager after 5 months | |
| 2005 - 2006 | FRENCH MINISTRY OF EDUCATION <i>English Instructor</i> | Lyon, France |
| | <ul style="list-style-type: none"> • Taught entry-level English classes to French primary school students | |
| 2004 - 2005 | RIVERSIDE-BROOKFIELD HIGH SCHOOL <i>Teacher, Academic Skills Center</i> | Riverside, Illinois |
| | <ul style="list-style-type: none"> • Worked with a group of four teachers as part of the Academic Support Team, teaching students basic Math, English and Reading skills. • Coached varsity football and wrestling teams. | |
| EDUCATION | VANDERBILT UNIVERSITY OWEN GRADUATE SCHOOL OF MANAGEMENT Master of Business Administration, May 2012 Concentrations in General Management & Operations Emphases in Entrepreneurship & International Studies | Nashville, TN |
| | <ul style="list-style-type: none"> • National Society of Hispanic MBA's – Scholar • H. Igor Ansoff Award for Leadership – Recipient • Jim Sohr Business Grant – \$25k Award Recipient • Owen Student Government Association – President • Latin Business Association – Vice President of Special Events | |
| | DARTMOUTH COLLEGE Bachelor of Arts, June 2004 Major: Spanish Language, Culture and Society | Hanover, NH |

- Varsity Football – Division I-AA Defensive Tackle, 4 years
- Movimiento Estudiantil Chicano de Aztlán (M.E.Ch.A) – President
- Gamma Delta Chi Fraternity – President

BOARDS & ACCOMPLISHMENTS

- Conéxion Americas – Board of Amassadors & Former Executive Board Member
- Vanderbilt University Credit Union – Chairman of the Board
- Wendland Cook Program in Religion & Justice – Advisory Board
- United Nations Association – USA Nashville – Past Board Member
- The Alumni Society – Member (network of America's foremost Latino Executives)
- Gamma Delta Chi Fraternity at Dartmouth College – Board Member
- Vanderbilt University, Owen Graduate School of Management – Alumni Council
- The Nashville Food Project – Past Board Member
- Woodland-in-Waverly Neighborhood Association – Past President
- American Express – 50 Under 40 Social Enterprise Leader
- Leadership Tennessee – Member of Class III
- Harvard Business School – Young American Leaders member
- Nashville Social Enterprise Alliance – Past Chairman
- Nashville Business Journal – Top 40 Under 40 Business Leaders, 2020
- Bank ON Music City – Past Chairman
- Distinguished Faculty Award 2023 – Vanderbilt University Athletic Department

ADDITIONAL

- Mexico / United States Dual Citizen
- Language Skills: Bilingual in English and Spanish, proficient in French