# Stephen E Courter

**37 Pascal Lane**
**Austin, Texas 78746**
**(512)-232-3441**
**Steve.Courter@Mccombs.utexas.edu**

## ACADEMIC

**The University of Texas at Austin, McCombs School of Business** — Austin, TX
Lecturer — 2008-Present

**Bryant University** — Smithfield, RI
Adjunct Instructor — 2005

**University of Maryland** — College Park, MD
Adjunct Instructor — 1981-1995

## EDUCATION:

1981 *Master of Business Administration*, Finance
**George Washington University, Washington, DC**

1973-1977 *Bachelor of Science*, Finance
**Penn State University, State College, PA**

1976 *Exchange Student*, International Finance and Accounting
**University of Cologne, Germany**

## TEACHING EXPERIENCE

**MBA Program (Full Time, TEMBA)**

BA 388T Strategic Management 2009,2010,2011,2012
MAN 385 Global Strategy and Transnational Management 2009
IB 391 Global Connection Course SE Asia 2010,2011,2012

Have led 5 Successful Global Connections Trips to Thailand, India and Vietnam

**Undergraduate Program**

MAN 374 General Management and Strategy 2008,2009,2010,2011,2012
MAN 336 Organizational Behavior 2009
MAN 337 Global Strategy and Transnational Management 2009,2010,2011
MAN 337 Entrepreneurial Management 2012

Executive MBA

BA 388T Strategic Management 2012
Verizon Corp Strategy
Swagelok
SK Holdings (Korea)
UTMB

**Other Universities**

Operations Management
Financial Management
International Marketing
Decision Support Systems
Marketing
Intro to Business

University/College/Departmental Committees/Other

Appointed to co-chair of the McCombs UMA (University Management Association) and worked to relaunch this club.

Serve as a board member and Advisor to AIESEC-Austin: This global organization arranges and brokers international internships for business students.

Participated as review panel member for several MBA Case study competitions

Deloitte Challenge 2011,2012,2013

Latin American MBA Case Challenge 2012,2013

AWARDS AND HONORS

Faculty Honor Roll 2008

MBA Applause Award Honor Roll 2010

MBA Applause Award Honor Roll 2011

TEMBA Applause Award Honor Roll 2011

Outstanding Faculty Award Mexico EMBA 2012

Exec MBA Honor Roll 2013

**AACSB Bridge Program** Accreditation Certificate 2008

CORPORATE EXPERIENCE

*July 2006-March 2007* **CEO** Broadwing Communications
**Austin, Texas**

Responsible for the tactical and strategic direction for this national fiber optic network with sales of $1B to carrier and enterprise customers. Managed a workforce of 1,600 employees and served on the Board of Directors. Negotiated sale of the company to Level 3 in late 2006 creating significant return to shareholders and creating a powerful national network.

*Dec 2000-July 2006* **CEO and Chairman** NEON Communications
**Westborough, Massachusetts**

Led this facilities based, fiber optic service provider for four years of 24%+ revenue growth. Upon arrival, raised $26.5M in additional capital and completed a comprehensive restructuring of the balance sheet , which eliminated total debt of $300M incurred in 1998. Experienced in board management, all aspects of corporate governance and investor relations. Managed 2005 merger with Globix Corp that created publicly traded entity. Continued to serve on the board until July 2006.

*June 1998-Dec 2000* **CEO**, EnerTel, N.V
**Rotterdam, The Netherlands**

Subsequent to its acquisition by a US operator, managed all operations of this Dutch data, IP and corporate voice services provider, the largest alternative network in The Netherlands. **Revenue tripled** in twelve months and profitability improved. Transitioned consumer market oriented company to one focused on corporate, IP, and high-end data markets. Managed company of 200 professionals and $105 M per year in revenue, 55% annualized growth. Company acquired in 2000 by UK operator Energis for **$570M.**

*August 1987 -May 1998* **VP and GM**, Sprint and Sprint International
**Brussels, Belgium and Reston, Virginia**

Served in various executive positions within the international division of Sprint including management of all financial and most commercial operations in 20 countries with a staff of over 100. Served as deputy for European business operations, managing product introductions in deregulating countries. Launched new country operations, merged existing ones and sold off duplicative assets. **Managed growth of 50% in revenues to a total of $623M** through expansion of extensive voice and data product line into deregulating markets. During this period, Sprint International's presence grew from 10 to 40 countries.

*January 1985-August 1987* **Program Manager**, IBM Corporation
**Washington D.C**

*June 1983-January 1985* **Staff**, KPMG
Washington, DC

BOARD EXPERIENCE

Current Board Positions

| | | | | |
|---|---|---|---|---|
| **Pointserve** | Chairman | Privately held | Austin, Texas | 2005-Current |
| **Cadiz Inc** | Director | Public | Los Angeles, California | 2007-Current |

Continued my service as a member of the **Governors Emerging Technologies Fund** selection board, which facilities a close connection with both state government and startup companies in central Texas.

**Prior Board Experience**

| | | |
|---|---|---|
| Globix Corporation | Director | 2005-2007 |
| Neon Communications | CEO and Chairman of the Board | 2000-2006 |
| Enertel (The Netherlands) | | 1998-2000 |

Bulgaria SBTC (JV) 1995-1998

MILITARY EXPERIENCE

| | |
|---|---|
| *June 1977-June1983* | **Captain**, United States Army,<br>Continental US, Germany and Norway |
| *Sept 1990-June 1991* | **Major**, United States Army,<br>Recalled to Active Duty: Operation Desert Storm |