

Michael F. Dowd, Esq.
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Experience

**E. Craig Wall Sr. College of Business Administration,
Coastal Carolina University, Conway, South Carolina** 2018-Present

Lecturer in Management

Member of undergraduate and graduate faculty teaching courses in Strategic Management, Organizational Management, Leading High Performing Teams and Entrepreneurial Leadership. I serve on the Strategic Planning, MBA Advisory and Base Program faculty committees.

**Michael F. Dowd, Esq., Attorney at Law
Mount Pleasant, South Carolina** 1991 - Present

Principal

Business lawyer focusing on new business formation, hospitality, tax, and software law. Clients include Carlyle Group, AlphaSights, CVC Brazil, VBT Bicycle Tours, Pathways Active Travel, DeFrame, Bizstarters.com, Turnstone Publishing, Life Change Arts, and Sun & Sand.

**D'More-McKim School of Business,
Northeastern University, Boston, MA** 2014 - 2018

Lecturer in Management, Entrepreneurship and Innovation

Graduate faculty member teaching courses in Strategic Marketing and Innovation, as well as executive advisor and mentor to student-led business formations.

Grand Circle Corporation, Boston, MA 1999 - 2010
Leading direct marketer of international travel to retired Americans, 2014 - 2016
with sales of \$800 million and 2,000 associates in 54 offices worldwide.

Chief Executive Officer, Grand Circle Cruise Line

Responsible for operating 44 river and ocean cruise ships and serving 60,000 passengers annually.

President, Chief Operating Officer

Assumed operational leadership of the organization following the events of September 11, 2001.

Distinctive Apparel, Inc., Randolph, MA 2012-2014

Private equity funded, multi-channel retailer of women's and men's apparel.

Senior Vice President of Marketing

Orvis, Sunderland, Vermont 2010 - 2012

\$330 million privately-held multi-channel retailer.

Vice President of Multi-Channel Marketing

Bizstarters.com, Chicago, IL 1996 - 2000
Leading web site for aspiring entrepreneurs over 50.
Principal and Chief Marketing Officer

New England Business Service, Inc., Groton, MA 1986 - 1997
A publicly traded, NYSE, multinational, direct marketing company providing software, business forms, printing, and other services to small and emerging businesses.
Vice President, Strategic Planning and Legal Officer
Vice President, General Manager, Corporate Marketing and Strategy
Corporate Counsel

Quest Software, Inc. 1984 -1996
Forecasting and software company serving sales professionals.
Principal and Lead Developer

Telecommunications Magazine, Dedham, MA 1985 - 1986
Wright Line, Inc., Worcester, MA 1981 - 1985
Paul Revere Insurance Company, Worcester, MA 1980 - 1981

Education

J.D., Cum Laude, Suffolk University Law School, Boston, MA
M.B.A., Worcester Polytechnic Institute, Worcester, MA
A.B., Economics, Cum Laude, Assumption College, Worcester, MA
Admitted to the Massachusetts Bar

Volunteer and Board Work

Business Mentor, Idea, Northeastern University's Venture Accelerator, 2008 - 2016
Board Member, United Planet, 2013 - 2016
Finance Council, Prince of Peace Parish, 1998 - 2016
Bishop's Advisory Pastoral Council, Diocese of Worcester, January 2013 - 2016
Board Member, VBT Vacations, January 2010 - December 2013
Board Member and Treasurer, Discovering What's Next, 2007 - 2010
Board Member, Heading Home, Inc. (Boston Family Shelter), 2003 - 2009