

Mark A. Giddarie, D.B.A.

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EXECUTIVE SUMMARY

- Practitioner scholar with a D.B.A. degree, peer-reviewed research, who has a passion for linking theory to practice
- Effective college instructor with in-person and online teaching experience and student development
- Achievement-oriented entrepreneur with successful startups in healthcare, aviation, and nonprofit sector
- Committed to advancing education outcomes for underrepresented students; raised > \$25,000 in grant
- 15+ years of award-winning corporate and professional work experience in healthcare and logistics
- U.S. Air Force veteran, FAA-certified Gold Seal flight instructor pilot, and ground and simulator trainer

EDUCATION

Doctor of Business Administration 2020

University of South Florida, Tampa, FL

Dissertation: *Giddarie, Mark A., "Identification of Entrepreneurial Competencies in I-Corps Site Teams at the University of South Florida" (2021). USF Tampa Graduate Theses and Dissertations. <https://digitalcommons.usf.edu/etd/8781>*

Master of Science in Entrepreneurship and Applied Technologies 2017

University of South Florida, Tampa, FL

Master of Business Administration in Aviation 2010

Embry-Riddle Aeronautical University, Atlanta, GA

Master of Science in Management (General Management & Integrated Logistics) 2008

Embry-Riddle Aeronautical University, Atlanta, GA

Bachelor of Science in Aeronautical Science 1998

Embry-Riddle Aeronautical University, Daytona Beach, FL

REFEREED PUBLICATION

Rogers, S. E., Miller, C. D., Flinchbaugh, C., **Giddarie, M.**, & Barker, B. (2021). All internships are not created equal: Job design, satisfaction, and vocational development in paid and unpaid internships. *Human Resource Management Review*, 31, 100723. <https://doi.org/10.1016/j.hrmmr.2019.100723>

TEACHING EXPERIENCES

Adjunct Professor of Entrepreneurship & Innovation 2022 – Present

University of South Florida, Tampa, FL

- **Teaching currently** at the Muma College of Business- Nault Center for Entrepreneurship, graduate-level business courses:
 - ENT4214: Entrepreneurial Leadership
 - ENT4244: Scalability-Entrepreneur firms
 - ENT4945: Student Consulting in High Growth Ventures

Adapted course materials to a virtual learning setting to ensure student engagement and learning outcomes

Adjunct Professor of Entrepreneurship & Management

2019 – Present

International College of the Cayman Islands, Cayman Islands

Developed and taught graduate/undergraduate the following courses:

- BE-226 Business Entrepreneurship I
- BE310 Business Entrepreneurship II
- GR 532 Management Consulting: The Consulting Lifecycle

Taught graduate/undergraduate-level business courses such as

- GR500: Environment of Business
- GR508: Strategic Management
- GR 519: Marketing Management
- BE-303: Marketing
- Planned and presented content in multiple forms (slide decks, tip sheets, interactive activities, digital simulations), leading to enhanced audience comprehension of complex subject matters

Instructor

2016 – 2019

University of South Florida, Tampa, FL

- **Taught ENT6506: Social Entrepreneurship**, a graduate-level class that aims at providing knowledge and skills to create, fund, launch, and grow a new social enterprise
- Planned and presented materials through lectures, activities, discussions, etc. to create a hands-on learning experience
- Delivered course content both in-person and online

MENTORING EXPERIENCES

Director, Student Innovation Incubator (SII)

2017 – 2018

University of South Florida, Tampa, FL

- Coached 25 student-led ventures on business strategy, value proposition, business plan, and pitch deck
- Developed SII marketing materials, helped plan a 40,000-sqft makerspace, and attracted resources to SII

PROFESSIONAL EXPERIENCES

President & CEO

2016 – Present

AQUIPMED Global Procurement Solutions (www.aquipmed.com), Tampa, FL

- Founded AQUIPMED, a verified Service-Disabled Veteran-Owned Business that specializes in the procurement and worldwide distribution of medical equipment to the VA, Department of Defense, and private sector
- Solicits, bids, and fulfills contract requests for RFP's and RFQ's from the government and public sector

President & Owner

2011 – Present

Alpha Eagle Aviation, Atlanta, GA

- Provide contract pilot services and flight instruction as an FAA-certified Gold Seal certified flight instructor (CFI, CFII, MEI), Advanced ground instructor (AGI) and Instrument ground instructor (IGI)
- Lear 60, Single, and Multi-engine instrument commercial pilot ratings; FAA Class I Medical (no limitations)

President & Founder *2011 – Present*

Alpha Eagle Aviation and Science Foundation (www.alphaeagle.org), Orlando, FL

- Established a non-profit (501C3) educational scholarship program at Embry-Riddle Aeronautical University to help cover tuition and book expenses for historically underrepresented students in Aviation and related STEM disciplines
- Managed donor relationships and funded 23 students to date with over \$20,000 in Scholarships awarded

Learjet 60 Co-Pilot *2012 – 2014*

Flight Safety International, Atlanta, GA

- Delivered pilot ground school and simulator instruction for initial, recurring, or enrichment client training
- Prepared lesson plans, curated training materials, and evaluated client progress on curricular goals

Senior Account Sales Executive *2010 – 2011*

Apria Healthcare, Atlanta, GA

- Grew key product areas in an expansion territory by 104% and negotiated contracts with hospital systems
- Consulted with referral sources (physicians, hospitals, sleep clinics) to promote equipment and services

Senior Injectable Specialty Territory Sales Manager *2005 – 2009*

Sanofi Aventis, Atlanta, GA

- Facilitated sales and growth of the Hyalgan and Eligard orthopedic and urological injectable devices
- Hyalgan National Sales Champion in 2006 with 35% volume growth; top 10% sales in SE region in 2009

Territory Sales Manager *2004 – 2005*

Sanofi Aventis, Atlanta, GA

- Maintained positive sales growth for Ambien, Actonel, and Avapro-Avalide as the product lead for Plavix
- Ranked #1 in SE region in 2004 with 26% volume growth; voted MVP of the sales training class

District Sales Trainer & Professional Sales Representative II *2000 – 2004*

Merck & Co., Melbourne, FL

- 7-time winner of SE region “Award of Excellence” for market share growth and leadership
- Ranked #1 in overall South Florida sales in 2001 and 2002; Regional Sales Director’s Award winner

PROFESSIONAL DEVELOPMENTS

AACSB Bridge Program *2021*

USF Certified Online Educator *2021*

University of South Florida, Tampa, FL

Entrepreneurial Mindset Profile Practitioner/Facilitator Certification *2021*

Eckerd College, Petersburg, FL

Adjunct Entrepreneurship Educator Certification *2021*

United States Association for Small Business and Entrepreneurship (USASBE)

The Experiential Classroom XIX *2018*

University of Tampa, Tampa, FL	
Fellow, National Science Foundation I-Corps Program	<i>2017</i>
University of South Florida, Tampa, FL	

PROFESSIONAL AFFILIATIONS

Small Business Institute	<i>2020 – Present</i>
Academy of Management	<i>2019 – Present</i>
United States Association for Small Business and Entrepreneurship (USASBE)	<i>2018 – Present</i>
Veterans Entrepreneurship Program	<i>2016</i>
University of Florida, Gainesville, FL	

COMMUNITY SERVICES

Board Member	<i>2022 – Present</i>
Chair of Finance Committee –Treasurer	
USF Foundation – Alumni Association, Tampa, FL	
Board of Directors	<i>2017 – Present</i>
Chair of Recruiting Committee	
Voices for Children, Tampa, FL	
Toastmaster	<i>2015 – Present</i>
Suncoast Toastmasters Club # 1667, Carrollwood, FL	
Volunteer – Adaptive Sports	<i>2014 – Present</i>
U.S Department of Veterans Affairs, James A. Haley Hospital, Tampa, FL	
Volunteer – Facilitator	<i>2014 – 2016</i>
Grace Family Church – Dave Ramsey Financial Peace, Tampa, FL	
Big Brother	<i>2002 – 2005</i>
Big Brothers Big Sisters of Central Florida, Melbourne, FL	
Youth Motivator	<i>1997-1998</i>
Youth Motivator Program, Volusia County Schools, Daytona Beach, FL	