

Scott B. Taitel
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Work Address:
Wagner Graduate School of Public Service
New York University
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New York, NY 10012

EDUCATION: *MBA*, Northeastern University, Boston, MA 1984
BA, Policy Studies, Syracuse University, Syracuse, NY 1979
Honors: Phi Beta Kappa, Magna Cum Laude, Beta Gamma Sigma

TEACHING: **Clinical Professor of Public Service**, New York University, Wagner Graduate School of Public Service (September, 2016 – present)

Direct Finance Specialization and Social Impact, Innovation and Investment Specialization

Teach numerous courses including; *Corporate Finance and Public Policy*, *Social Impact Investment*, *Managing Financial & Social Returns of the Social Enterprise*, *Scaling Social Enterprises*, *NYU Impact Investment Fund*

Clinical Associate Professor Public Service, New York University, Wagner Graduate School of Public Service (August, 2015 – August, 2016)

Adjunct Associate Professor of Finance, New York University, Wagner Graduate School of Public Service (September, 2012 – July, 2015)

Adjunct Faculty, Northeastern University (1985-1999)

Instructor for numerous Undergraduate and Graduate courses in Northeastern's College of Business Administration. Taught Graduate courses in International Finance, Financial Management, Real Estate Investment and Capital Investment Decision Analysis in both MBA and High Technology MBA Programs. Taught Undergraduate courses in Financial Management and Financial Strategy.

SPEECHES/

GUEST LECTURES:

- Innovations in International Development, New York University, April, 2013
- Making Markets Work For The Poor, Cornell University, April, 2013
- Trends in International Development, Barnard College, October, 2014
- The Role of Social Finance, NYU Tandon School of Engineering, April, 2018

PROFESSIONAL EXPERIENCE:

12/08 – 7/15

Chief Operating Officer

Clinton Foundation, Clinton Giustra Enterprise Partnership, New York, NY

Designed, implemented and managed global operational infrastructure for Initiative focused on creation of for-profit social enterprises in developing world to achieve financial and social returns. Responsible for overseeing all global operations including recruitment, staffing and training of enterprise development and enterprise investment functions. Responsible for all project, financial, contractual and administrative management.

Served as key member of management team responsible for setting strategy and direction to identify scalable, replicable approach to addressing poverty alleviation in developing world. Identified market driven solutions along with executives of world's leading multinational consumer, food and beverage and hospitality companies for deployment of enterprise models that meet their sourcing, training or last mile distribution requirements while generating job and income generation opportunities for disenfranchised, low-income populations.

Created Impact Investment Funds to manage joint investments by Clinton Foundation, Foundation Carlos Slim and other strategic investors. Portfolio companies established in Colombia, Peru, Mexico, Haiti, El Salvador and India. Responsible for global recruitment of portfolio company management team and for company formation, registration and implementation.

Opened Clinton Foundation country branches in both Colombia and Peru. Controlled total project budgets of over \$50 million. Negotiated contracts and financial terms with private sector and NGO partners as well as program operators. Implemented broad spectrum of projects including a \$20 million investment fund in Colombia aimed at providing financing to small and medium-sized enterprises; market-linkage economic development programs in rural and urban communities, job training and placement projects for low income and displaced residents, and health projects ranging from cataract surgeries for the poor to programs aimed at the reduction of child malnutrition.

Managed all human resources, information technology and all other operational and administrative processes and systems. Responsible for recruitment and supervision of Country managers, project administrators, enterprise developers, investment analysts, monitoring and evaluation specialists and operations staff and intern teams in US and international locations. Designed financial and project reporting systems for reporting to Advisory Board, stakeholders and for integration within the overall Clinton Foundation.

Developed and implemented real-time data collection systems for monitoring and evaluation. Established metrics for continuous assessment of project impact as well as staff and operator performance.

9/01 – 12/08

Managing Partner

Waypoint Investments LLC, Newton, MA

Managed multi-national, multi-purpose investment firm with targeted investments in technology and real estate ventures.

Established venture portfolio primarily targeted to innovative technology companies seeking expansion in new domestic and international markets. Activities included business plan review, funding assessment and assistance with management recruitment, strategic planning, financial infrastructure, banking relationships and staff development. Assumed interim management roles in portfolio companies including President of DSP Laboratories, Managing Director of DIASis and Vice President of Quadros Systems, Inc.

Built multi-million dollar portfolio of real estate investments in US and Asia. Negotiated bank credit facility to leverage acquisitions, established business criteria and built financial models to guide asset purchase decisions and managed budgets, cash flow projections and ongoing financial reporting relative to the renovation, maintenance and rental of income producing properties.

8/99 – 9/01

President & Chief Operating Officer

TASKING, Dedham, MA and Amersfoort, The Netherlands

President of US Subsidiary (TASKING, Inc.) and Chief Operating Officer of parent company (TASKING BV), a multinational embedded software development tools and embedded Internet products company with offices in The Netherlands, Germany, Italy, UK, Japan and the US.

Responsible for coordinating activities of US, European and Asian management team, establishing new corporate strategic direction and focus as the “Embedded Communications Company”. Provided leadership vision and operational guidance for all functions including Engineering, Research & Development, Sales, and Marketing and Support Services groups. Managed diverse cultural organization with distributed engineering, sales and marketing teams in Europe, US and Asia. Direct and active role in maintaining sales relationships for products and services with semiconductor manufacturers located in the US, UK, Germany and Japan and managed major worldwide customer accounts including successful negotiation of multi-million dollar orders.

Managed direct reports at subsidiary operations in six countries. Established worldwide distribution network in over fifteen countries. Achieved record revenue and profitability growth. Positioned Company for IPO in Europe and negotiated and consummated sale of Company to Australian Public Company (Altium Limited) in April, 2001.

4/96 – 7/99

Vice President and Chief Financial Officer

ACX (Active Control eXperts, Inc.), Cambridge, MA

Managed Business Development, Contracts, Finance, Human Resources and

MIS functions for Inc. 500 OEM manufacturer of vibration control products.

Accomplishments included introduction of technology into Asian and European markets, business plan development including raising of \$8 million in angel financing worldwide, negotiation of multiple high-volume OEM production agreements, fivefold expansion of Company's operating and manufacturing facilities and creation of administrative infrastructure to support multiple year growth rates of over 100%. Direct role in building sales organization from ground up including recruitment and hiring of sales management and implementation of sales strategy and operations (forecast tools, commission structures, customer contracts and ROI presentations). Negotiated development agreements with Japanese auto manufacturers and established sales channels in Asia and Europe.

1/90 - 4/96

Vice President

Intermetrics Microsystems Software, Inc., Cambridge, MA

Managed Sales, Marketing, Technical Support, Production, and Finance and Administrative operations for multinational embedded software development tools company.

Accomplishments included repositioning of Company's product line strategy, establishment of Japanese subsidiary and UK branch office, implementation of integrated, multicurrency accounting system, reorganization of sales force including compensation plan restructuring, and negotiation of worldwide distribution and software licensing agreements. Established transfer pricing policies with international offices and established criteria for selection and performance review of international distribution channels.

6/84 - 1/90

Treasury Manager

Intermetrics, Inc., Cambridge, MA

Established Treasury Department for new public company. Responsibilities included Cash Management, Investor Relations, Merger & Acquisition, Capital Investment and other Financial Analysis, Risk Management, Profit Sharing Plan Administration, Purchasing Management and Stock Plan Administration.

6/83 - 6/84

Financial Analyst

Intermetrics, Inc., Cambridge, MA

Financial analysis including evaluation of Company financial performance, forecasting cash flow, monitoring loan covenants and tracking stock plan activity.

1981 - 1982

Economic Development Specialist

Department of Community Development, City of Syracuse, NY

Implemented of economic development programs to secure business location and expansion within the City of Syracuse, establishment of Public Private

Partnerships, implementation of financing packages including commercial real estate development loan programs, management of City's Urban Development Action Grants.

1979 - 1981

Economic Development Planner

P.E.A.C.E., Inc., Syracuse, NY

Grant writer for federal, state and local funding of economic development for Community Action Agency. Launched Community Development Credit Union.

**HONORS,
COMMITTEES,
OTHER ACTIVITIES:**

Honors:

- Professor of the Year, NYU Wagner Graduate School of Public Service
- Wall Street Journal Award, Northeastern University
- Finalist, Truman Scholar
- Finalist, Network of Schools of Public Policy, Affairs, and Administration (NASPAA) Voinovich Innovation Challenge

NYU Committees:

- Alternate Senator, Full Time Continuing Contract Faculty Senators Council
- Wasserman Center Faculty Advisory Board
- Faculty Advisory Board – NYU Entrepreneurial Institute

Faculty Advisor:

- Social Innovation & Investment Alliance
- NYU Impact Investment Fund

Advisor or Board Roles:

- Advisor, Beyond Advisers
- Director, Waypoint Investments
- Director, Refugee Integration Insights

**CASES,
WHITE PAPERS**

Cases:

- Mission Investing: A Framework for Family Foundations* (under a grant from the Michael & Susan Dell Foundation)
- Acceso Oferta Local: A New Approach to Social Enterprise Creation*
- Clean Water for Everyone, Wrestling with credit risk on the way to a sustainable impact model*, Wemimo, Taitel, Henning
- Kinvolved: Considerations in the Scaling of a Social Enterprise*, Riegel, Taitel
- Launching the MicroBuild Fund*, Yang under guidance of Burand, Taitel

White Papers:

- Who Benefits? Symposium on Equity, Diversity & Inclusion in Social Finance in New York City* (under a grant from the Ford Foundation)