

# Lenny Stendig

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## Objective

Teaching Economics/Business in the twilight of my career – Impart the same passion for this material to my students that I received from my first Economics professor. Class discussions based on 40 years of high-tech experience at startups and large companies (Intel/Oracle). Using Fortune 500 presentation techniques in the classroom; won numerous teaching awards.

## Teaching Experience

### Instructor – Georgia Tech - Economics Department & Scheller Business School

Spring 2022 – Present

- Teaching upper-level undergraduate Entrepreneurship course in the Scheller Business School
  - Chosen due to numerous teaching awards in Economics, entrepreneurship experience in founding a software start-up, and extensive work with Israeli High-Tech start-ups
- Teaching Principles of Microeconomics and Principles of Macroeconomics – Consistently received excellent student evaluations (CIOS) in large classes and recognition from the Department Head: *Lenny has been... delivering outstanding courses (...~700 students per year!)*
  - [Excellence in Teaching Award 2024](#) - Only instructor in College of Liberal Arts to win this award for large classes
  - Awarded GA Tech's Teaching Honor Roll 4 semesters in a row; Top 25% of instructors based on student evaluations
  - Received several Thank-a-Teacher Awards (7), and a Scheller Business School Shoutout Award
  - Repeatedly selected to teach the largest Econ Principles class (240 students) – *Exemplary* performance review rating
  - High percentage of students surveyed indicated an interest in continuing their studies in economics
  - Students appreciated being able to participate in class discussions on controversial topics
  - Held seminar for economics instructors on using Fortune 500 presentation techniques in the classroom
- **Student Comments:**
  - *LOVED THE CLASS AND YOU INSPIRED ME TO FURTHER STUDY ECONOMICS, THANK YOU!*
  - *Professor Stendig was awesome! His lectures were very interesting and covered the textbook content extremely well. He made me want to come to class and pursue a minor in economics.*
  - *THIS MAN IS THE LEGEND OF ECON!*
  - *Stendig was definitely my best professor this semester... a bubble of joy... attendance is optional...go anyways.*
  - *Definitely one of the best professors I have had so far. He makes learning... almost effortless.*
  - *I'm graduating from [Ga] Tech in two days... and wanted to thank you again for being such an amazing professor. Your class was truly one of the most interesting and engaging classes I've taken at Tech*
  - *You are the most caring teacher, I have really enjoyed our discussions, and I have loved you way you teach. Thank you for choosing to teach here at Georgia Tech*

### Economics Instructor – NC A&T University

Fall 2021 – Fall 2022

- Taught 300-level Money & Banking course and Principles of Microeconomics (online). Contract renewed repeatedly

### Adjunct Instructor of Business and Public Policy – Young Harris College

Fall 2020 – Fall 2021 (4 terms)

- Taught Fundamentals of Economics (online and in-person) – consistently received very good feedback

### Senior Manager of Sales Engineering Team – Oracle Corporation

2016 – 2018

- Tapped to train/mentor new sales engineers and account managers - Took initiative to develop a new training curriculum focused on competitive positioning. Engineers came from Asia & Europe for these training sessions (positive feedback).

### Team Leader / Programmer / Technical Writer – including Amdocs Israel

1991 – 1997

- Led a programming project to successfully convert 1000s of legacy documents to a new Document Management System
- Amdocs management requested I teach a Visual Basic (VB) programming course on automating complex workflows

- Freelance projects in technical writing / marketing communications for a variety of Israeli high-tech start-ups including silicon purification, predictive maintenance, robotics, laser cruise control, etc.

**Instructor of Computer Programming - Danville Community College**

**1982 – 1983**

- Taught Beginning and Advanced Basic Programming – received excellent student evaluations

**Education**

- Georgia Tech (Georgia Institute of Technology), M.S. Economics, 2020. GPA: 3.81
  - CIRT Associate Certificate at Ga Tech (CETL Pedagogy and Course Design curriculum)
  - Co-authored research paper: *Payments to Kidney Donors in Iran – Eliminating a Shortage of Kidneys*
- UVa, B.A. Economics with Honors 1979. Dean's List every semester. Studied business management / programming
- Junior year in Israel at University of Haifa (1977 - 1978)

**Professional Strengths**

- Led the Top-Performing Sales Engineering Team Worldwide in FY18 in Oracle Enterprise Communications
- Consistently hit/exceeded sales targets for 20 years in communications to Fortune 500 and Department of Defense
- Highly skilled at technical sales presentations to executives / senior architects / engineers; “*best wordsmith we have*”
- Experienced in Communications (WebRTC, SIP Trunking, VoIP Monitoring/Troubleshooting, Web Services/APIs for Communications apps, Unified Communications, IP call recording, next-gen contact center architectures), Software Development (C, C++, Visual BASIC, JavaScript), Microsoft Office)

**Professional Experience**

**Oracle Communications Division – Communications Security (formerly Acme Packet)**

**Senior Manager of Sales Engineering Team**

**2016 – 2018**

- Won Oracle Communications Sales Award for highest performing region worldwide in FY18
- Promoted to lead the Sales Engineering Team in the organization’s highest revenue-producing region
  - Strong record of revenue attainment with Fortune 500, large universities, and Federal Civilian/DoD space

**Senior Sales Engineer**

**2008 – 2016**

- **Large Enterprise Experience** – Dealt with Fortune 300 Companies
- **Top-performing Sales Engineer** - 200% of quota, grew revenue 15x over 7 years; promoted to Senior Sales Engineer
- **Mentor** - Trained/mentored Sales & System Engineers and Account Managers (who became top performers)

**Intel Communications Division (formerly Dialogic)**

**Senior Field Applications Engineer**

**1998 – 2007**

- Carried a \$20M quota - Consistently met/exceeded quotas. Received numerous sales awards, including President’s Club award trips. Entrusted with the division’s largest customers. Chosen to train our sales force.

**Management / Consulting Experience**

**Stendig Computer Systems, Danville, VA**

**1982 – 1991**

- Entrepreneur – Founded/managed start-up to develop business application software. Did initial system design/programming of a hotel property management system for small/medium sized properties
  - Achieved annual sales rate of \$1M w/10 employees. Attained nearly 200 sites. Sold company to a competitor
  - Forged a strategic partnership with NCR that led to numerous installations worldwide

**Personal**

- Interests include whitewater paddling (Turkey, Israel, Canada, Laos, & Switzerland) and digital photography
- U.S. citizen, Proficient in Hebrew at a conversational level