

## ROBERT CAMPBELL

7736 SE Harmony Road  
Milwaukie, Oregon 97222

RCampbell@clackamas.edu  
503-896-6250

### PERSONAL SUMMARY

- Experienced leader and performance-oriented manager with superior communication skills.
- Strong expertise in business model and system design, strategic innovation, and market and business development.
- Extensive product and project management experience that includes leading high performing cross-functional teams to create accountability at all levels within the organization.
- Designed multiple distribution channels and programs that increased market share and delivered bottom-line profitability.
- Entrepreneurial, small business and large company experience.

### PROFESSIONAL EXPERIENCE

**SBDC Director**                                      **Clackamas Community College**, Clackamas, Or.                                      2011 to Present

Small Business Development Center at Clackamas Community College managing Director  
Small Business 'Greenhouse' (Entrepreneurship) Instructor and business counselor.

**Managing Director**                                      **GM Outsource**, Beaverton, OR                                      2009 to 2011

On-line resource targeted to small businesses, not-for-profit, and start-up organizations to create and maintain a competitive advantage.

- Independent project provider network specializing in sourced just-in-time management expertise.
- Incubator and accelerator business consulting to develop sustained profitability.

**General Manager**                                      **Engineered Structures Inc.**, Portland, OR                                      2006 to 2009

Commercial general contractor specializing in pre-engineered steel buildings.

Managed day-to-day operations, sales, project management, and financial reporting for commercial construction company.

- Created profitable and highly satisfied customer relationships.
- Executed strategy development and production management.
- Oversight and management of independent contractors within the supply chain delivery system.

**Sales Manager**                                      **West Hills Development** – Beaverton, OR                                      2004 to 2006

Parent Company of Arbor Custom Homes – Oregon's largest homebuilder

Managed 18 residential real estate professionals in 7 unique development communities located in the Portland Metropolitan area.

- Hired, trained, and motivated independent sales agents and support staff to meet sales and profitability objectives. Closed on 900 homes in 2005 resulting in \$200,000,000 in revenue.
- Conducted market research and competitive analysis to establish product standards and pricing.
- Facilitated team collaboration with marketing, product design, procurement, and construction operations to create brand loyalty while achieving product margins.



## **EDUCATION**

**Bachelor of Science** - Business Management

Marylhurst University - Portland, OR.

**Associates Degree** - Banking and Finance

Clark College – Las Vegas, NV.

## **TRAINING and DEVELOPMENT**

Small Business Management and Greenhouse at Clackamas Small Business Development Center.

Northwest Natural Gas Company: Strategic Planning; Total Quality Management;

Scio-Technical Systems; and Management Development.

## **ASSOCIATIONS and BOARD EXPERIENCE**

- Portland State Business Accelerator: Executive in Residence – Mentorship program to develop start-up companies in Oregon and Southwest Washington.
- Cascadia MedTech: Regional Business Accelerator organization located in Federal Way, WA. A not-for-profit business development organization for emerging medical incubator start-ups.
- Cinema Internet Networks (Cinemaworks): Publicly traded company providing High Speed Internet services to the Lodging industry in Canada and the U.S.- Board Member from 2001-2010.
- Innovative Composite Engineering: Carbon fiber composite manufacturer- advisory board member from 2000-2009.
- St. Mary's Home for Boys: Non-profit children services agency- board member from 1994-2000; board chairman for three years.