

BIO



Bernard A. Fried - Bernie Fried is a creative leader and motivator with a strong background in sales, business development, operations, training, and general management in entrepreneurial, intrapreneurial, consulting, corporate, and higher education environments.

In his role as a Senior Advisor with Genesis Technology Advisors and Investors LLC (GTAI), Bernie provides strategic management and business development advice to start-up, early stage, and growth companies in the technology field. In addition, he helps clients write business plans and develops detailed proforma financials.

Previously, he served as Executive Director of Congregation Beth Shalom, a large conservative synagogue in Overland Park, Kansas, President and Chief Executive Officer of Flint Telecom Group, Inc, an international telecom technology and services organization where he reduced the debt load to \$12 million from \$20 million in 24 months, Vice President and Managing Director of Condado Group, Inc., a Customer Relationship Management and Call Center consulting firm, and President of Fried Consulting, Inc, a call center and telecommunications consulting firm. During his career, he has held numerous executive positions in the call center, telecommunications, and biometric industries with firms such as Sprint, where he was responsible for all marketing, operations, CRM and the telecommunications relay service for the deaf for the \$750 million Wholesale Division, Honeywell, where he was responsible for all government sales for the Network Systems Division, and Identimat, the world's first company with a commercially available biometrics product. Since 1975, Mr. Fried has developed and implemented successful sales and marketing strategies, and marketing programs for telecommunications and call center companies as well as other organizations in a variety of industries.

He has served on the Board of Directors of the United States Internet Industry Association, TRA/Ascent (merged into Comptel), one of the primary associations for the wholesale telecommunications industry, and Global NetWatch, Inc.

Over the years, Bernie has helped companies introduce programs, products, and services for entering new markets and has developed and taught telecommunications and proposal writing courses for corporate and government officials at the State University of New York. He currently teaches management and leadership courses in the School of Professional and Graduate Studies at Baker University and has taught graduate level courses in entrepreneurship at the Henry W. Bloch School of Management at the University of Missouri Kansas City (UMKC). In addition, he has developed undergraduate and graduate level courses for Baker University, has served as a mentor and entrepreneur-in-residence in UMKC's Regnier Institute for Entrepreneurship and Innovation, and has taught workshops in entrepreneurial finance and innovation for the Institute's entrepreneurial scholars.

Education:

Bernie received his MBA with honors from Pace University in New York in 1983.

Awards:

2016 Regnier Mentor of the Year Award from the Regnier Institute for Entrepreneurship and Innovation, Henry W. Bloch School of Management, UMKC

2013 The Bob Campbell Outstanding Faculty Service Award in Business and Management from the School of Professional and Graduate Studies, Baker University