

STEPHEN J. WALDEN

Education:

- BA: University of Pennsylvania, Philadelphia, PA
- MS Columbia University, New York, NY
- Advanced Business Studies: Columbia University, New York, NY

Professional Experience:

- **The Walden Associates** – Atlanta, GA – President
Senior executive of successful consulting firm specializing in corporate strategy, turnarounds and investment.
- **Izenda** – Atlanta, GA – Chief Financial Officer
Senior financial executive of company. Prepared and managed through successful VC investment.
- **Slingshot Product Development Group** – Atlanta, GA – Chief Executive Officer
Responsible for strategic and operational direction of company.
- **Netsurfer Corp.** – Atlanta, GA – President and CEO
Senior officer of multimillion-dollar technology company. Successfully brought company from near bankruptcy to providing substantial cash payouts to shareholders.
- **Innotrac Corp.** – Duluth, GA – Vice President
Built and ran new division for \$80 million public company, providing complete set of outsourced business services.
- **BellSouth** – Atlanta, GA – Divisional Vice President
General Manager of several new business activities for U.S. telephone company.
- **Prodigy Services Company** (IBM/Sears) – White Plains, NY – Executive Director
Launched new product and grew it to more than two million subscribers.
- **Grey Direct** (Subsidiary of Grey Advertising) – New York, NY – Senior Vice President
Senior account management executive with P&L responsibility at \$120 million agency. Managed account business teams; consultant to senior client management on strategic marketing issues.
- **Time Warner** – New York, NY
 - Director of Marketing, Manhattan Cable TV
 - Director of Marketing, Warner Amex Cable Communications (Qube Cable)
 - Management positions with Time, Sports Illustrated and Home Box Office

Speeches and Papers:

- *Business Case Presentation* (Goizueta Business School at Emory University)
- *The Logistics of E-Commerce* (Georgia Tech's Advanced Logistics Institute)
- *Internet Industry Restructuring and Competitive Strategy* (Wharton School Management Forum)
- *High Speed Data Delivery Strategies for the Cable Industry* (Institute for International Research)