

Emmanuel Hernandez-Agosto

DEAN ~ ASSOCIATE PROFESSOR ~ PROGRAM MANAGER

Accomplished mid-level executive, founder, and professor with 17+ years of experience and proven ability to mentor, coach, and train start-ups and growth-stage ventures. Experience developing and managing pitch competitions, social entrepreneurship challenges, and entrepreneurship-sponsored competitions. Recognized and various awards for outstanding student organization advising, student academic advising, and community leadership.

MANAGEMENT & ENTREPRENEURSHIP EXPERIENCE HIGHLIGHTS

- Championed the Entrepreneurship Simulation Lab at Gulf Coast State College. Since the lab's inception, the Bachelor of Applied Science program has achieved a 136 percent enrollment increase and a 267 percent increase in degrees awarded for the workforce readiness programs. In addition, twenty percent (20%) of students (average) start or expand their venture after completing entrepreneurial training.
- Led a high-level operational initiative to design business integration and culture evaluation during the grant writing process for a multi-million dollar project involving job readiness programs and business incubation networks in Puerto Rico, resulting in an EDA \$2.7 million grant award.
- Supervised and managed more than 20 community service student-led entrepreneurship projects resulting in positive student engagement with the community, 10+ grants awarded, and an economic impact of \$184,436.
- Successfully led a natural disaster relief project for Puerto Rican communities that involved 200+ volunteers across the US, ground and sea logistics, and training in the Island for solar systems installations for in-home care patients.

PROFESSIONAL EXPERIENCE

St. Petersburg College, St. Petersburg, FL | 06/2022 to present.

DEAN, COLLEGE OF BUSINESS

Created the strategic direction for the College of Business. Developed strategic partnerships with business leaders to grow the college's brand recognition. Enhanced course offerings to grow market niches not previously addressed by the COB. Positioned the COB as a community resource for all stakeholders.

Gulf Coast State College, Panama City, FL | 04/2013 to 06/2022.

ASSOCIATE PROFESSOR / PROGRAM MANAGER

Created the strategic direction for student recruitment in the certificate and baccalaureate programs for entrepreneurship majors. Designed and modified program curriculum to comply with accreditation and State standards. Developed strategic partnerships with business leaders to grow the college's entrepreneurship brand recognition and collaborated with student organizations to enhance the program's positioning. Consistently grew programs' enrollment,

conversion rate, and job placement for graduates. Nominated as one of the best practices within the Florida State College System for entrepreneurial programs and hands-on experiential learning opportunities.

Undergraduate Teaching: Introduction to Entrepreneurship, Concept & Product Development, Financial Management, Principles of Leadership and Management, Entrepreneurial Marketing, Principles of Corporate Entrepreneurship, Entrepreneurial Finance, Small Business Management. Teaching modalities include web-based, hybrid, and lecture courses.

Mindhatch Ventures LLC, Panama City Beach, FL | 02/2016 to 11/2018.

FOUNDER

Virtual business accelerator focused on social enterprises and micro-enterprise development for low-socioeconomic communities.

Ana G. Mendez University, Puerto Rico | 04/2005 to 04/2013.

ASSOCIATE DEAN (08/2011 to 04/2013)

PROGRAM CHAIR (12/2009 to 08/2011)

INTEGRATED SERVICES COORDINATOR (06/2006 to 12/2009)

INTEGRATED SERVICES OFFICER (04/2005 to 06/2006)

Responsibilities included leading and overseeing the strategy for student recruitment and admissions process and ensuring the Institution's student retention rate for the 2,200 students from the Professional Studies School. Coach and monitor over 100 faculty members, evaluate academic curriculums, and serve as the university spokesperson for adult learning programs. Manage a \$3+ million budget for recruitment, admissions, and the Learning Resources Center. Influence and inspire a team of 17+ members throughout five campuses to exceed student recruitment goals by 5% per year and \$8+ million in revenue.

Graduate Teaching: Leadership and Entrepreneurial Vision, Organizational Development and Structure, Strategic Management, and Marketing Management.

EDUCATION

Doctorate of Business Administration, Management (AACSB Accredited) – Ana G. Mendez University | Gurabo, PR | 2010

Master of Business Administration, Marketing – Ana G. Mendez University | San Juan, PR | 2006

Bachelor of Business Administration, Management – Universidad de Puerto Rico | Humacao, PR | 2004

COMMUNITY ENGAGEMENT

1. Habitat for Humanity of Bay County Board Vice-President and Construction Committee Chair

2. Junior Achievement of Northwest Florida Board Member – Non-profit dedicated to educating K-12 students in financial literacy, entrepreneurship, and workforce development.
3. Consultant in international commerce, production management, and marketing techniques for Indigenous tribes in Chiapas, Mexico.
4. Rise Up Cucharillas - Project dedicated to helping Barrio Cucharillas Association develop jobs and increase funds for lower socio-economic residents. Cataño, PR