

## CURRICULUM VITAE

**DONALD G. ROSELLINI**  
SCHOOL OF HOSPITALITY MANAGEMENT  
FLORIDA INTERNATIONAL UNIVERSITY  
NORTH MIAMI, FLORIDA 33181  
UPDATED 7/5/08

### EXPERIENCE

#### FLORIDA INTERNATIONAL UNIVERSITY

##### 2006      **Excellence in Teaching Award**

Lecturer - School of Hospitality Management      5/97-Present

Courses: 3210 Fundamentals of Hospitality Management  
          6299 Case Studies in Hospitality Management  
          3727 Travel Law  
          6245 Operations Management  
          4245 Leadership (Capstone Undergraduate Course)

Adjunct Professor - School of Business Administration 9/96-5/97

Courses: International Management

#### **ACQUANAUTICS INC., ALAMEDA, CA**

Chairman & CEO      1/92-7/93

Early stage R&D company specializing in oxygen scavenging technology. Guided company into packaging applications. Company sold to WR Grace.

#### **TMF TECHSERVE INC., NEW YORK, NY**      1/88-11/90

Chairman and CEO

International packaging company specializing in caps, closures, and containers. Managed operations in the United States, France, Spain, Colombia, Brazil, and Venezuela. Seven manufacturing plants. Sales \$150 Million.

#### **AMERICAN CAN INTERNATIONAL, GREENWICH, CT.**

Vice President and General Manager      6/83-7/87

International division of The American Can Company. Fortune 500 company. Subsidiaries in Mexico, Dominican Republic, Colombia, Brazil, and the United Kingdom. Joint ventures in Israel and Korea.

Thirty-two licensees throughout the world, export sales, and turnkey plants (China, Canada, and Panama). Products included metal containers, flexible packaging, disposable cups, chemicals, and glassware. Sales \$400 Million.

Vice President - Latin America  
12/79-6/83

Responsible for subsidiaries in Mexico, Venezuela, Colombia, Brazil, and the Dominican Republic. Sales \$120 Million.

General Manager - Mexico

9/76-12/79

Responsible for operations in Mexico. Sales \$40 Million.

**G.D. SEARLE, SKOKIE, IL**

Vice President - Latin America

1/73-9/76

Responsible for pharmaceutical operations throughout Latin America. Sales \$100 Million. Subsidiaries in Mexico, Colombia, Peru, Central America, Argentina, and Brazil.

General Manager - Mexico

6/67-

1/73

Responsible for operations in Mexico and Central America. Sales \$20 Million.

**ELI LILLY, INDIANAPOLIS, INDIANA**

Director of Marketing - Mexico

6/64-2/67

Responsible for sales and marketing in Mexico. Sales \$15 Million.

**PFIZER LABORATORIES, NEW YORK, NY**

Sales Manager - Chile

1-63-4/64

District Manager - Sao Paulo, Brazil

9/62-12/62

Branch Manager - Bahia, Brazil

6/62-8-62

Sales Rep - Sao Paulo State, Brazil

4/62-5/62

Management Trainee - New York, NY

2/62-

3/62

**AMERICAN MARIETTA CORPORATION, CHICAGO, IL**

In-House Legal Counsel-Licensing Agreements

2/61-

2/62

**EDUCATION**

**SEMINARS AND ADVANCED MANAGEMENT PROGRAMS:**

Faculty Intern Program

Marriott

2000

Hotel Management: An Operating Perspective

Cornell 1987

Sales Productivity Seminar

Northwestern

1984

Mergers and Acquisitions Seminar

Northwestern

1985

Industrial Marketing Seminar  
1983

Northwestern

**UNIVERSITY DEGREES:**

Advanced Management Program (AD2)  
1972

I.P.A.D.E.

JD School of Law  
1961

Northwestern

Bachelor of Foreign Trade

Thunderbird

1958

Graduate Studies-Latin America

U of Texas

1957

Bachelor of Arts (Economics)

UTEP

1956

**LANGUAGES:**

English, Spanish, Portuguese, Italian, and French