Pablo Mondal

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Education

Ph.D. Student **University of Southern California,** Expected 2015 (started 2010)
Department Of Management and Organization, Marshall School of Business

M.B.A. **University of Arkansas**, 2003

B.A. **University of Arkansas at Little Rock**, 2001
Bachelor of Business Administration in Computer Information Systems

Research Interests

Ecological and environmental sustainability of organizational activities.

Qualifying Exam Committee (exam not yet taken)

Paul Adler, Harold Quinton Chair in Business Policy and Professor of Management and Organization
Peer C. Fiss, McAlister Associate Professor of Business Administration and Associate Professor of Management and Organization
Qingyuan (Lori) Yue, Assistant Professor of Management and Organization
Daniel A. Mazmanian, Professor at the USC Sol Price School of Public Policy and Director of New Initiatives at the USC Center for Sustainable Cities.
Andrew Lakoff, Associate Professor of Sociology, Anthropology, and Communication

Professional Activities

Member: Academy of Management.

Work Experience

2008-2010 Self-employed, Redlands, CA.
Property restoration, property manager, freelance photographer, adventurer, and some other odd jobs.

2006-2007 HD Supply (a division of Home Depot), Orlando, FL.
Director, Marketing and Merchandising
Restructured the marketing and merchandising department of a $1.3 billion Plumbing and HVAC Supply division of 2,200 employees. Managed vendor relationships. Developed and implemented customer acquisition programs, customer loyalty programs, and product

promotions. Executed rebranding strategies for 180 branches across seven regions that operated under three different brands; consolidated them to one national brand.

2002-2006 The Stanley Works (now Stanley Black & Decker), New Britain, CT.
Global Product Manager
Managed two product categories, screwdrivers and handsaws, generating $100 million in annual revenues. Successfully led effort to turn around both product lines from decline to growth. Led global team of 11 product engineers and designers located in North America, Europe, and Asia. Traveled extensively throughout North America and Europe, and occasionally to Asia, to meet with sales teams, customers, and vendors.
Category Analyst, Bentonville, AR
Performed sales, volume, and inventory analysis on all hand tool category items (both Stanley and competitors) for Wal-Mart. In addition, performed analysis of sales margin and profitability for all Stanley items sold to Wal-Mart for Stanley internal use. Regularly presented findings to Wal-Mart buyers, GMMs, and DMMs, as well as to Stanley VPs and Product Managers.
Intern, Bentonville, AR
Performed data analysis for Sales, Logistics, and Marketing functions.

2001-2002 North Point Nissan, Little Rock, AR.
Special Finance Manager
Structured used car deals for customers with subprime credit.
Car Salesman
Sold new cars.

1995-2001 Onechoice Digital, Boston, MA.
Partner (start-up firm)
Founded company with two friends from Boston University. Developed internet applications and software for business, government, and education clients. Our company specialized in graphic design, sales systems automation, and database integration.