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**Tom Greene, M.B.A.**  
**Quarterly Faculty**  
**Finance and Marketing**  
**College of Business**  
[TGreene@ewu.edu](mailto:TGreene@ewu.edu)

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## **Academic Background**

M.B.A. City University, Seattle, WA, Business Administration, 1990.

B.A. University of Washington, Spokane, WA, Political Science, 1973.

## **Work Experience**

### **Non-Academic Experience**

#### **National**

Real Estate Licensed Broker - State of Washington, Windermere Manito LLC (June, 2016 - Present), Spokane, Washington. Real Estate Broker specialising in marketing and selling residential real estate  
Background includes: 30+ years of buying and selling residential real estate in the Spokane market

Account Executive, St. Hilarie Cellars (December, 2015 - Present), Spokane, Washington. Wine representative for Spokane and Eastern Washington

Sales to multiple restaurants

Wine stores and grocery accounts

Responsible for marketing and selling

Complete line of wine varietals for this area

Account Executive, KXLY Broadcast Group (1989 - 2015), Spokane, Washington. Servicing existing accounts, prospecting for new Direct Business, working with local businesses to help them market their businesses.

Sales Representative, Nordstrom Stores, Inc. (1987 - 1989), Spokane, Washington. Selling of merchandise to current and new clients. Received top sales award in 1998.

Restaurant Assistant Manager, Beverly's Restaurant (1986), Coeur d'Alene, Idaho. Complete management of 140 seat fine-dining restaurant which included lounge and conference rooms. Supervised and trained all staff, responsible for scheduling, employee manuals, labor planning and implementing Resort wine program.

Wine Sales Manager, Fun Beverage Inc. (1985 - 1986), Kalispell, Montana. Recruited, serviced 400 commercial accounts for domestic and imported wines. Developed, maintained excellent relations with suppliers and clients. Hired, trained, and supervised sales and delivery staff.

Sales Representative, Anheuser Busch Division, B&B Distributors (1981 - 1985), Spokane, Washington. Market beer and wine products to on and off-premise accounts in metro Spokane area, established and maintained excellent customer relations, introduced new product lines and advised clients of cross merchandising of food and beverage products.

President, General Sales Manager, Chateau Valley Distributors (1978 - 1981), Spokane, Washington.

Recruited, hired, trained, and supervised for sales and delivery staff. Serviced 300 commercial accounts for domestic and imported wines and beers, contracted with the federal government, managed inventory, supervised accounting functions, developed and implemented all advertising.

Sales Representative, Nordstrom Stores, Inc. (1977 - 1978), Spokane, Washington. Clothing and accessories sales.

Restaurant Manager, The Blacksmith Shop and The Anvil Inn (1973 - 1976), Vancouver, BC, Canada.

Responsible for 165 seat steak and seafood restaurant and 100 seat family style steakhouse. Supervised, trained, evaluated staff. Developed, implemented all specials and promotional items. Supervised food, liquor, labor planning and cost accounting, managed food and liquor inventories. Established and maintained arrangements from planning through implementation and follow-up.

## **Courses Taught**

**Courses from the Teaching Schedule:** Principles of Marketing, Sales Force Management

## **Intellectual Contributions:**

### **Service:**

## **Service to the University**

### **College Assignments**

#### **Member:**

2015-2016 – 2017-2018: CBPA Faculty

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