

BRIAN K. LANGENBERG, CFA

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PROFESSOR – BANKING, FINANCE, INVESTMENTS, STRATEGY, ECONOMICS

High-impact contributor to student development inside and outside the classroom. Exceptional desire and ability to engage mentor and encourage people to aim high, set goals and achieve their potential, whether younger students or adult learners. Grew business internship program 80% in first year at NEIU (AACSB accredited) and previously drove new student enrollment growth up 150% in first year from down 60% at Aurora University. Number one asset is students trust me because I care about them and go the extra mile, including leveraging my contacts built across a successful, and currently active, career as an investment analyst and investment banker. AACSB Bridge Program Graduate (2018).

ACADEMIC QUALIFICATIONS

J.L. KELLOGG GRADUATE SCHOOL OF MANAGEMENT, NORTHWESTERN UNIVERSITY, Evanston, IL 1992-1995. Masters in Management (MBA) received June 1995. Double major in Finance, Transportation.

ST. NORBERT COLLEGE, DePere, WI 1985-1988. B.A. Economics. Admitted to Omicron Delta Epsilon International Honor Society in Economics. President, ODE Economics Club. Selected for Who's Who Among Students in American Universities and Colleges (1988). Elected Student Government Representative. Representative, Intercollegiate Studies Institute.

UNITED STATES NAVY – selected schools and courses in addition to leadership and management training, 1985-1994. Built deep expertise in **marine transportation**, **port infrastructure** and **global trade**. Later augmented by commissioning and training as a Naval Intelligence Officer and completing both basic and advanced courses.

TEACHING AND ADVISING EXPERIENCE

Courses taught to date in both undergraduate and graduate, on-ground and online.

BANKING, FINANCE & INVESTMENTS

Financial Markets & Institutions
Managing Financial Institutions
Advanced Corporate Finance
Corporate Finance
International Financial Management
Financial Management
Principles of Finance

Investment Strategies
Principles of Investment
Security Analysis
Personal Financial Planning
Risk Management & Insurance
Real Estate

STRATEGY, ECONOMICS, OTHER

Strategic Management
Global Business Immersion
Business Finance & Economics
Microeconomics
Internship in Business
Human Res. In Admin (Gateway)

NORTHEASTERN ILLINOIS UNIVERSITY (AACSB accredited), Chicago, IL
Instructor, Faculty Advisor, Business Internship Management

2016-present

Recruited to teach and help launch participation in CFA Investment Challenge. Became a key strategic asset to the Dean of the College of Business and Management particularly in mentorship and career planning initiatives within the college. Very high student reviews. Regularly approached by students and recent alumni for assistance in resume development, job search strategy and career management where I regularly leverage my deep, broad network of corporate executives, current and former students and research associates, business contacts and social connections for the student's benefit.

- **Business Internship Growth** – drove 80% growth in first year by serving as de facto career advisor for about 900 students in the College of Business and Management, emphasizing real world career advice, business coaching and encouraging students to reach higher than when they step into my (open door) office.
- **Building Career Services** – introduced a key executive search partner to NEIU who has provided and executed multiple career planning seminars and workshops with rapidly rising participation to the benefit of students and the university. Raised the bar on job and internship postings internally available to students to ensure only professional grade, degree-requiring opportunities are presented while raising student expectations.
- **Gateway Course development** – selected to teach pre-requisite Finance and Economics course for new MBA/MSA students with no prior business education or experience. Upgraded student experience including a more hands on, interactive approach incorporating short essays and case studies versus prior “lecture and quiz” format.
- **Faculty Advisor, Financial Management Association** – accepted and execute role at request of students, assisting in bringing in senior industry professionals in treasury, fixed income, middle office operations, equities and family office management as well as arranging a visit to Boeing Corporation to meet with senior investor relations officers.
- **CFA Global Investment Challenge** – along with the associate dean I participate each year as either faculty advisor or mentor to NEIU's student led team. First year team finished #4 in Chicago regional competition among approximately 12 participating teams in Illinois and Northwest Indiana.

AURORA UNIVERSITY, Aurora, IL
Chair, Graduate Business Programs and Lecturer

2015-2016

Saved and turned around underperforming graduate business programs in risk of closure. Core revenue had declined (25%) in two years (MBA); the school had no history of excellence, student success, or consistent strategy and had undergone 6 leadership changes in six years. Faculty morale was low and understaffed owing to terminations and departures. Quickly identified broad based shortcomings in process, personnel, curriculum and standards then moved rapidly to make changes. In one year:

- **Strategic Leadership** – brought new vision and attitude replacing prior commoditized approach, allowing school to **compete and win** against larger, higher price point better known institutions. Focused on customer (student), instituting front end career consulting and advising process to optimize their career strategies and time in the program.
- **Profitable growth** – drove new student enrollments from (60%) declines to **30%+ growth** in six months. Achieved through personal commitment and convincing senior administration to upgrade the enrollment function with no headcount growth.
- **Talent – replaced over 50% of discretionary teaching load** by utilizing BAP (Best Available Player) approach to part time professor hiring and deployment and culling the rest. Aggressively leveraged traditional and other talent acquisition channels.
- **Raised standards** – identified huge gap between post course student competency, grades and expectations. Accelerated top grading efforts and initiated review and overhaul of core curriculum. **Upgraded 30% of core courses** (curriculum, professor) within two months and placed another 42% under review.
- **Reduced costs, built process** – slashed course sections by 1/3, raising seat capacity utilization to 75% from 51-53% and built processes to identify student needs drive efficiencies and ensure administrative tasks completed.
- **Built trust** –By setting a vision, communicating standards, supporting people and incorporating leadership behaviors I learned in the Navy succeeded in changing attitudes within our team and across the university.

SOUTHERN NEW HAMPSHIRE UNIVERSITY, Online/Virtual
Adjunct Instructor

2014-present

Highly rated online instructor regularly deployed to teach gateway course (Human Resources in Administration) to ensure newer students get a strong start. Very high student ratings with comments including “best professor” and “most valuable course.”

LANGENBERG & COMPANY, Chicago, IL
Principal, Director of Research

2010-present

Mentorship – built successful, productive internship program that contributes to research process and enables participants from multiple universities and nations to earn college credit, build skills and obtain entrance and promotion in the investment industry. Success stories include SNHU students and alumni. **Career Advisor** – former analysts and internship alumni regularly ask for advice, support and career guidance. Advise and mentor college students in CFA Global Investment Challenge. The real measure is results. A partial list of former interns whom, with their own efforts and mentoring, continue to progress in their careers:

TIME PERIOD	FORMER PROTEGE	PHONE	EMAIL ADDRESS	FIRM
1997-2000	Michael			Duff & Phelps
2000-2002	Colin			PwC
2003-2006	Hari			Fight Dragons (Bass Guitarist, Rock Band)
2004-2006	Harold			Gen Cap Ventures
2010-2011	Andrew			Bank of America Merrill Lynch
2013-2014	Omar			Casey Research, ReQuest Equities LLC
2013-2014	Ms. Yuyan			Beck Street Management, LLC
2013-2014	Nathan			Forward View Consulting
2013-2014	Michael			Forward View Consulting
2013-2014	Mr. Mingchao			Citigroup
2013-2014	Ms. Yiqing			J.P. Morgan, Morgan Stanley
2015-2015	Valentino			Neuberger Berman
2017-2017	Jacqueline			Wintrust Financial

UNITED STATES NAVY
Advisor, Designated Classroom Instructor, Subject Matter Expert, Mentor

1981-1998

Assistant Training Officer, CVC Guam 216 – Led execution of training program and classroom teaching. **Maintained top status** (R1 training score) despite heavy personnel turnover and requirement changes.

Enlisted Surface Warfare Specialist (ESWS) Training Coordinator – on own initiative **started unit ESWS training program**, recruited special instructors from other units and **achieved over 50% unit participation**.

Unit Training Petty Officer & PQS Coordinator, CVC Guam 216 – Took charge only four months before Training Readiness Evaluation (TRE) and delivered perfect (zero discrepancy) results. Redirected training program toward active exercises from lecture format and obtained enhanced training materials and computerized software to support enlisted and officer development. Personal involvement significantly **helped two members change rate** and **gain promotion**, respectively, on their first attempts.

Department Training Petty Officer, Navigation Department, USS Enterprise (CVN-65) – Reorganized and fixed training program to comply with professional skill and military training standards for 25 personnel. Established training plan and notebook for each individual established goal, time frames and integrated tracking which **significantly improved readiness**. Successfully developed and implemented computer based Standardized Training Improvement Program (STIP) across department.

FINANCE & INVESTMENT

ONEtoONE CORPORATE FINANCE USA, LLC, Chicago, IL
Business Development

2017-present

Recruited to establish and build cross-border middle market advisory practice. Upon executing and completing a strategic analysis identifying best opportunities, developed and gained approval from the founder for an innovative path of action to drive rapid expansion. Focus of the organization includes mergers and acquisitions in the \$10 – 200 million range as well as special situations private capital raising and advisory services. Also responsible as internal subject matter expert on global industrial strategy and trends for the benefit of partners and clients in general industrial, machinery and aerospace sectors.

- Sourced \$150 million capital raise in first year (potential program \$1 billion), leveraging deep and broad professional and personal network to secure a major, multi-site environmental project finance opportunity.
- Established new collaborative relationships with partners in Europe, UK, China, and Latin America.
- Recruited and negotiated multiple strategic alliances with deal origination sources on behalf of ONEtoONE.
- Build, nurture and develop coverage and strategic relationships with family offices, institutional investors and high net worth executives and individuals.

LANGENBERG & COMPANY
Principal

2010-present
2002-2008

Founded boutique research firm with no outside capital and generated \$770,000 revenue and 10% pre-tax profit in first year. Operated from 2002-2008 and from 2010 to present. Interviewed regularly by major media outlets including CNBC, Fox Business News, CNN, BNN (Canada) and print media concerning the industrial sector and major companies like General Electric, United Technologies and Honeywell.

- **Awards** – firm earned two #1 rankings (out of 3 analysts) including Starmine #1 Earnings Estimate (Conglomerates) and #1 All-America Research Team Independent Machinery Analyst.
- **Superior productivity = 5-8X competitors** – lean based integration of research cycle and report production.
- **Leadership** – recruited or accounted for 38% of trading partner revenue at peak. Entrusted with confidential business information by over 10 research providers to audit revenue allocations. Significant influence in sharing best practices.

OHIO PUBLIC EMPLOYEES RETIREMENT SYSTEM, Columbus, Ohio
Senior Investment Analyst

2009-2010

Recruited to manage industrial portion of value oriented public equity portfolio. Quickly adjusted to change in responsibilities and built expertise in transportation in a global macro oriented investment strategy.

- **Demonstrated Alpha** - outstanding risk adjusted performance on trades and recommendations. Documented recommendations and trades equaled **750 basis points of excess return (4X risk budget)** in transportation, aerospace defense and industrials.
- **Built deep relationships** in global transportation including rail, truck, airfreight, shipping and 3rd party logistics.

WACHOVIA SECURITIES, Chicago, IL
Vice President

2001-2002

- **Increased market share** – restructured industrial team coverage, responsibilities and focus resulting in increased account penetration and major institutional client revenue.
- **Earned \$3 million fee by beating out two bulge bracket competitors.**
- **Awards** – Wall Street Journal All-Star - #2 stock picker (2001).
- **Client value** – made **two best sector calls** in the space. Avoided “false recovery” in May 2001 while most bought into industrial recovery before recession even occurred. First to upgrade sector and stock recommendations on 9/21/2001 at market bottom – others followed.

CREDIT SUISSE FIRST BOSTON, New York, NY / Chicago, IL
Vice President

1995-2001

- **Awards** – All America Research Team (2000), All America Research Team Best Up and Comer (1999). Greenwich rankings #2 Quality Adjusted, #1 ex-sales support. Global Capital Goods Team #2 ranking in 2000.
- **Client value** – authored *The Multi-Industry Grey Book* (985 pages) in 2001. Analyzed secular industrial and economic trends, value drivers, and ROI by segment.
- **Business Development** – assisted in capturing over \$80 million in client fees 1998-2000.

MILITARY SERVICE**UNITED STATES NAVY**

Active 1981-1985, Reserves 1985-1998

Enlisted age 17 as seaman recruit, promoted to Chief Petty Officer in ten years (norm is 12-15 years) and later commissioned as Naval Intelligence Officer with promotion to Lieutenant in four years. Continue to maintain and continuously build military network and active working knowledge of geopolitics and global military and security affairs directly applicable to advising CEOs, investors and other decision-makers. Selected leadership roles and accomplishments:

Intelligence Analyst – Joint Analysis Center, European Command [EUCOM JAC], 1996-1998. Attached to Joint Expeditionary Warfare and Amphibious Liaison (JEWAL) Branch. Built Joint Expeditionary Support Packages (JESP) in support of evacuation contingency plans for geopolitically unstable regions. Directed Branch research efforts and assisted in production of seven country studies following major data system crash. Assigned to duty as JEWAL safe manager in charge of Top Secret/SCI material – earned 100% security rating during security audit.

Assistant Battle Watch Officer, Intelligence Officer, Boarding Officer – Exercise EXPORT GOLD 95. Assumed responsibility for coordinating intelligence data collection, conducted in-port merchant ship boarding and briefings and liaised with port authorities.

Intelligence Officer – Exercise BELL BUOY 93 – executed commissioned officer responsibility by establishing and maintaining strategic plot, synthesizing information and delivering daily briefs to senior staff. Liaised with foreign military counterparts to support threat assessments and tactical recommendations. **Prepared new standard operating procedure** manual for the new Intelligence Officer position at the conclusion of the exercise.

Routing Division Leading Chief Petty Officer – drove 10% increase in unit Overall Training Effectiveness (OTE) score with already top performing Naval Control of Shipping Organization (NCSO) unit.

Acting Staff Navigator – Exercise RAINBOW GULF 90 – maneuvered fully loaded Maritime Prepositioning Squadron Three (MPSRON – 3) around a typhoon while also leading enlisted personnel and managing voyage planning.

LEADERSHIP AND CIVIC INVOLVEMENT**CFA INSTITUTE**, Member, Past Chairman, CFA Chicago Communications Committee

1992-present

- Contribute to local society (CFA Chicago) and assist where wanted.
- Current and prior roles have included Communications Committee 1992-1995 (Chair 1994-5), past CFA Inside Investing blog contributing author, Career Management Advisory Committee. Distinguished Speaker Series Committee, CFA Global Investment Challenge Mentor.
- Guest lecturer, Claritas Program.

UNIVERSITY CLUB OF CHICAGO, Chairman / Co-Chairman, Civic Affairs Committee

2006-2010

- Took charge in 2006 and re-invigorated a dormant speakers program.
- Established and recruited an active, diverse committee and recruited noteworthy speakers including authors, generals, ambassadors, senators and others with no budget to present on global, national and civic affairs.
- **Tripled average attendance** versus legacy program.

BOY SCOUTS OF AMERICA, Adult Leader

2013-present

- Merit Badge counselor for Citizenship in Community, Nation, and World; Communication, Scholarship, Salesmanship, American Business and active member of council shooting sports committee as qualified NRA rifle instructor.
- Scoutmaster, Troop 18 Oak Park, IL (2014-2016)
- Venturing Crew 49 Adult Leader (2017-present)
- Wood Badge graduate (2015).
- Actively recruit and mentor new scouts age 10-18.

VETERANS OF FOREIGN WARS (VFW)

2014-present

THE AMERICAN LEGION

2014-present

UNITED STATES NAVAL INSTITUTE

2013-present

FINANCIAL EXECUTIVES NETWORKING GROUP

2007-present

KELLOGG ALUMNI ASSOCIATION

1995-present

REFERENCES

LinkedIn profile includes 17 recommendations and more are available upon request – CEOs, supervisors, colleagues and clients.