

P E T E R Z A I M E S

LECTURER – DECISION SCIENCES DEPARTMENT

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C A R E E R O V E R V I E W

Entrepreneurial leader with extensive experience in new business start-up, financial/market research and sales leadership. Specialize in leading teams through complicated business processes. Quantitatively driven, using data and financial analysis to predict business outcomes. Proven ability to dramatically improve under-performing teams through coaching, adherence to process and business planning.

E D U C A T I O N

Boston University Questrom School of Business, MBA, Boston, MA 2002

- Finance Concentration
- High Honors Distinction
- Beta Gamma Sigma National Business Honor Society

Villanova University, Bachelor of Science in Business Administration, Villanova, PA 1997

- Finance Major
- Political Science Minor

A C A D E M I C E X P E R I E N C E

University of New Hampshire Peter T. Paul College of Business and Economics January 2017-Present (2023)

Lecturer – Decision Sciences Department (August 2018-Present)

- Undergraduate Courses:
 - Quantitative Decision Making (ADMN 580)
 - Introduction to Business Statistics (ADMN 510), Course Coordinator since Spring 2021
 - Faculty Advisor for Information System/Business Analytics Corporate Project Capstone (DS775)
- Graduate Courses:
 - Managing Operations (ADMN 940)
- Course Development:
 - UNH Sports Analytics Lab - Developed in the Fall 2023 - Provides experiential learning through data driven projects for both UNH and outside sports organizations. Includes a club portion with industry guest speakers open to anyone interested in sports analytics
- Other Academic Work:
 - Independent Study Advisor – Spring 2022
 - Faculty Senator – 2020-2021
 - Honors Thesis Advisor – Spring 2020
 - New Hampshire Small Business Development Center – Collaborate on an ongoing basis to create content to help New Hampshire small businesses
- Continuing Education:
 - Association of College and University Educators (ACUE) Certificate in Effective College Instruction (2022)
 - UNH Faculty Instructional Technology Summer Institute (FITSI) Certificate of Completion (2019)

Adjunct Lecturer – Decision Sciences Department (January 2017-July 2018)

PROFESSIONAL EXPERIENCE

Technology Business Research (TBR), Hampton, NH 2006-Present
TBR provides data-driven market and competitive intelligence to the Information and Communications Technology (ICT) community through a proprietary platform called TBR Insight Center.

Managing Director/Board of Directors Member (May 2020-Present)

Owner and member of Board of Directors helping to drive firmwide digital transformation to a data and insights as-a-service business model. Responsible for firmwide strategy, sales planning and growing the TBR account base.

Sales Consultant (August 2018-April 2020)

Advise the senior leadership on sales planning, compensation structure and staffing mix and maintain relationship management and revenue generation on select strategic accounts.

Director, Global Sales (2013-2016)

Developed and mentored a winning sales team focusing on a consulting-led go-to-market strategy. Also maintained individual contributor status for a key account in 2014 and 2015.

Senior Account Executive (2009-2012)

Responsible for growing wallet share of a strategic set of hi-tech vendor accounts

IT Services Senior Analyst (2006-2008)

Performed financial and business model analysis on a set of IT services and management consulting firms

Oceanside Physical Therapy, LLC, Stratham, NH January 2017-Present
Oceanside PT, headquartered in Stratham, NH specializes in pelvic, obstetric and orthopedic rehabilitation, serving northern New England and beyond. Founded in 2013 and it has grown into a multi-clinic operation with sixteen employees.

Co-Founder

Overall P/L responsibility and company financial management.

Institutional Insurance Group (IIG), Hingham, MA 2001 – 2006
IIG specializes in providing institutional insurance as a financial tool to corporations, financial institutions, and qualified investors. Clients include banks, insurance companies, Fortune 500 firms, and high-net-worth individuals.

Sales Director (2004 – 2005)

Director of Quantitative Analysis (2001 – 2003)

John Hancock Financial Services, Boston, MA 1998-2000
Mutual Fund Analyst