



Exceptional Leaders International

Jack Pini SENIOR ADVISOR

Jack is recognized as an accomplished sales and market development leader. Throughout his career, he has worked with a number of organizations in growing revenues and profitability, having served in executive positions across a variety of industry sectors, including business and financial services and higher education. As part of those responsibilities, Jack has established and developed governance structures for both for-profit and non-profit entities viewing proper governance as a critical component for long term success.

BACKGROUND

Jack served as Senior Vice President and Chief Operating Officer for The Family Education Network (FEN), an early stage internet start-up company during its development phases. Jack's overall role included commercial revenue generation, organizational design and development and assistance in venture funding acquisition. FEN was sold to Pearson, PLC for \$137 Million.

At New England Financial (NEF), Jack served as Senior Vice President for Product Marketing. Reporting to the CEO, he was responsible for the strategic direction of NEF's eight major product lines from product inception through launch and ongoing profit performance. Prior to its merger with MetLife, New England Financial was the oldest mutual life insurer in the United States.

Jack most recently served as Managing Director - Principal Gifts and Strategic Initiatives at Bentley University. In this role, Jack worked collaboratively with the University's President and key executive management team members regarding the development and execution of leading funding strategies for Bentley's top twenty-five donors. Additionally, in 2005, Jack co-founded the Bentley Executive Club, an organization comprised of over two hundred and twenty-five senior level Bentley University alumni and supporters.

Jack's governance expertise emanates from his service on numerous for profit and nonprofit Boards of Directors. These organizations include the Windsor Marketing Group of Connecticut, Wentworth Institute of Technology and the Leukemia and Lymphoma Society, where he served as Board chair, both of Massachusetts.

Jack holds a MBA from Babson College and a BS in Accounting from Bentley University.

OUTSIDE THE OFFICE

Jack's passions include spending time with his wife of forty-two years and their growing family, playing competitive golf and performing as part of a 70's Rock cover band. A former collegiate athlete, Jack is the recipient of the Edward J. Powers Award presented annually to Bentley University's outstanding scholar-athlete and is also an inductee into the Bentley University Athletic Hall of Fame.



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