

Lewis Sheats

Entrepreneur focused on Opportunity Creation, Execution, and Education

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ACADEMIC EMPLOYMENT

North Carolina State University

January 2002 - Present

Assistant Vice Provost for Entrepreneurship

Executive Director, NC State Entrepreneurship Clinic

Associate Professor of Practice, Poole College of Management

- Developed and implemented the launch of the first off-campus directed entrepreneurship teaching and research center
- Championed across campus to gain support from faculty & the Chancellor
- Built a model driving experiential learning, student embedment in the entrepreneurship community & critical thinking
- Manage students from cross-disciplines on research and project based activities (200+ students in the first year of operations)
- Manage communications and expectations from project companies (125+ submitted in Year 1)
- Manage a clinic staff of TEC scholars and program manager
- Created a clinical model for teaching and studying entrepreneurship
- Propose and manage the yearly budget (\$200k+)
- Secured \$1M donation within the first year of operation
- Developed and lead the NC State Andrews Launch Accelerator
- Managed non-equity grants for NC State Acceleration Fund
- Developed and manage the Entrepreneurship Clinic Mentor Network (50+ mentors)
- Leader in the development & implementation of the undergraduate entrepreneurship curriculum
- Educate students from disciplines across the University in the following courses
 - Introduction to Entrepreneurship
 - Business Opportunity Analysis
 - Managing the Growth Venture
 - Accounting and Finance for Entrepreneurs
 - New Venture Planning
 - Entrepreneurship Practicum
- Faculty Advisor to Entrepreneurship Students
- Faculty Lead for the NC State Collegiate Entrepreneurs' Organization (CEO)
- Member of University Partnership, Innovation & Entrepreneurship Task Force
- Member of BSBA Undergraduate Curriculum Committee
- Capstone Strategy Class Case Reviewer, 2013
- Caldwell Fellows Selection Interviewer
- Founding member Thinkers & Doers

SKEMA, Business School (Raleigh Campus)

January 2017 – May 2017

Visiting Professor of Entrepreneurship

- Taught the Entrepreneurship Clinical Practicum
- Developed and led a 2-day Entrepreneurship Bootcamp

Coastal Carolina University, Wall College of Business Administration

January 2013 – May 2013

Visiting Lecturer of Entrepreneurship

- Advised the development & implementation of the core entrepreneurship course in the BA curriculum
- Taught Management Initiation & Management of a New Business Enterprise

ENTREPRENEURIAL & MANAGEMENT EXPERIENCE

Malartu, Inc.

June 2014 - Present

Chief Strategy Officer (part-time)

- Founding Member, Idea Generator
- Private Investor backed, +\$250k raised
- Advised and planned the launch
- Drive strategy from ideation to growth

Securus, Inc.

April 2008- August 2011

Vice President

- Founding Member, Idea Generator
- Private and Venture backed, +\$3M raised
- Reviewed performance against operating plans and standards
- Presented monthly reports on sales and inventory performance
- Developed and managed corporate operations policy
- Reviewed and approved cost control reports, estimates, and facility requirements
- Reviewed and approved the setting of budgets
- Remained an active board member and strategic advisor

QAS, Inc.

May 2003 – June 2008

Vice President

- Developed Operations Strategy creating efficiencies and cost savings
- Developed and executed plans to enter new markets and produce revenue growth 75%+

Interstate Logistics, Inc.

October 1996 – January 2008

Chairman/CEO

- Founder, bootstrapped from concept to \$1M+ yearly revenues
- Built a team of motivated employees that serviced Assisted Living Facilities throughout NC, SC, and VA
- Successful exit through acquisition

Rex Healthcare

October 1992– October 1996

Materials Coordinator

- Managed inventory for Main OR and Same Day Surgery
- Implemented JIT inventory controls decreasing inventory on hand from over \$6M to \$1M
- Created efficiencies in inventory management and prep that led to substantial increase in Operating Revenue

BOARD POSITIONS

Saint Augustine’s University

May 2017 - Present

Board Trustee

Medicom

May 2016 - Present

Advisory Board Member

Collegiate Skate Tour

April 2016 - Present

Advisory Board Member

Nicotrax

November 2014 - Present

Advisory Board Member

Malartu, Inc

June 2014 - Present

Board Director

Vybe, LLC

May 2014 - Present

Advisory Board Member

Cguros, Inc

July 2013 - Present

Board Director

CONSULTING EXPERIENCE

4 Sheats, LLC

- From Concept to Exit created value in the success of several new ventures
- Complete list available upon request

EDUCATION

Masters in Business Administration

Lundy-Fetterman School of Business, Campbell University, Buies Creek, NC

B.S. in Business Management

Concentration: Finance

North Carolina State University, Raleigh, NC

PRESENTATIONS

USASBE Annual Conference

January 2017

- A Clinical Approach in Entrepreneurship Teaching and Research: Fostering Entrepreneurial Culture through an Entrepreneurship Clinic Model

Global Consortium of Entrepreneurship Centers

September 2016

- Theory of Entrepreneurship Teaching Approach

Southern Management Association

September 2016

- A Clinical Approach in Entrepreneurship Teaching and Research: Fostering Entrepreneurial Culture through an Entrepreneurship Clinic Model

North Carolina Investor Day

April 2016

- Starting New Ventures & Buying into a Franchise – Steps to a Good Investment

Institute for Emerging Issues – BB&T Leadership Symposium

April 2016

- Financial Sustainability for Social Ventures
 - Fiscal Planning

USASBE Annual Conference

January 2016

- A Clinical Approach in Entrepreneurship Teaching and Research: Fostering Entrepreneurial Culture through an Entrepreneurship Clinic Model

NC State Engineers' Council

October 2014

- Keynote Speaker, Opportunity Creation and Action

Each 1 Teach 1 Institute

August 2012

- Keynote Speaker, Thinking like an Entrepreneur

Flora Macdonald Academy

May 2012

- Commencement Speaker, Finding Your Niche

General Hugh Shelton Leadership Forum

November 2011

- Keynote Speaker, Promoting Innovation and Entrepreneurship: A Values-Based Leadership Approach

University of Aarhus, Denmark

January 2008

- Keynote Presenter – Entrepreneurship Education

SERVICE

Citizens Schools (Lowe's Grove Middle School)

January 2015 - Present

- In conjunction with Credit Suisse, lead a bi-yearly entrepreneurship workshop for middle school children
- Teach them to think like entrepreneurs and develop skills to recognize and test opportunities

Social Entrepreneurship & Education Collaborative (SEEC)

January 2015- Present

- Non-Profit Board Member
- SEEC fosters social entrepreneurs navigating the path to success at every critical point by providing access to funding, knowledge, opportunity and networking.

Each 1 Teach 1

January 2012 - Present

- Non-Profit Board Member
- Focused on bringing entrepreneurship education to high school students

EE in Knightdale High School

August 2015-August 2016

- Plan and implement one of a kind entrepreneurship workshop for high school juniors and seniors to prep them for college or their own ventures

- Lead a ‘teach the teacher’ workshop for 25 high school teachers and administrators interested in implementing entrepreneurial thinking in the classroom

Startup Madness

January 2013- January 2016

- Champion and manage a yearly bracket style competition involving teams from ACC schools competing for prizes at NC State
- Coached and advised teams from NC State competing for the top prize

Neighbor 2 Neighbor

August 2015-December 2015

- Meet with and coach underserved kids of Wake County to think entrepreneurially
- Taught the young entrepreneurs develop a business model for fundraising around their skateboarding and cart program

North Carolina State University

August 2010-May 2011

- Member of University Partnership, Innovation & Entrepreneurship Task Force
- Focused on creating interdisciplinary synergies across campus

Entrepreneurship @ Centennial Campus Middle School

January 2010-May 2010

- Developed and lead a weekly entrepreneurship partnership with Poole College entrepreneurship students and CCMS students
- Worked with CCMS faculty to develop modules used in classes leading up to weekly workshops

AWARDS & RECOGNITION

News & Observer

- Tar Heel of the Week, February 2017

United States Association for Small Business and Entrepreneurship (USASBE)

- Outstanding Emerging Entrepreneurship Program, 2017

United States Association for Small Business and Entrepreneurship (USASBE)

- Outstanding Workshop Award - Pedagogy, 2016

NC State University Office of Technology Transfer

- Dr. John S Risley Entrepreneur of the Year, 2015

NC State University

- Alumni Distinguished Undergraduate Professor, 2015

NC State University

- Outstanding Extension Service Award, 2014

Beta Gamma Sigma

- Inducted into International Honor Society for Business Programs, 2014

NC State University

- NC State University Outstanding Teacher Award, 2013

Poole College of Management

- Poole College of Management Undergraduate Teaching Award, 2012

NEWS ARTICLES

['It's in our blood:' NCSU's Sheats talks importance of entrepreneurship](#)

(6/16/2017) (WRAL TechWire)

[NCSU expands entrepreneurship roles for Lewis Sheats](#)

(6/15/2017) (WRAL TechWire)

[Survey: Triangle entrepreneurs remain optimistic for sales, hiring](#)

(5/2/2017) (WRAL TechWire)

[Director of NC State's Entrepreneurship Clinic gives students head start on success](#)

(2/11/2017) (The News & Observer)

[Triangle Entrepreneurs Report Higher Levels of Optimism](#)

(2/3/2017) (WUNC)

[Go Pack: NCSU's Entrepreneurship Clinic wins national honor](#)

(1/24/2017) (WRAL TechWire)

[From Wolfpack football to a foothold in business](#)

(6/24/2016) (The News & Observer)

[N.C. State alum pumps \\$1 million to jump-start university startup activities](#)

(3/8/2016) (Triangle Business Journal)

[4 NC Startup Stories from 2015 that You'll Definitely See More of This Year](#)

(1/25/16) (Dig South)

[Students and startups come together at HQ Raleigh](#)

(1/24/16) (Technician)

[Real-World Entrepreneurs](#)

(11/19/15) (NC State News)

[NC State Holds Celebration of Innovation and Entrepreneurship](#)

(11/13/15) (NC State News)

[Triangle startup spaces flourish by bringing entrepreneurs together](#)

(9/12/15) (The News & Observer)

[How Professor & NC State Entrepreneurship Clinic Founder Lewis Sheats Turns](#)

[Students Into Entrepreneurs](#)

(8/19/15) (Exit Event)

[What N.C. State entrepreneurs can do with \\$100 and two weeks](#)

(8/19/15) (Triangle Business Journal)

[Rise of the Rest Tour](#)

(5/5/15) (Rise of the Rest Media)

[Startups to boost hiring, NCSU entrepreneur survey finds](#)

(4/30/15) (WRAL TechWire)

[Triangle entrepreneurs ready to spend, hire in Q2, survey notes](#)

(4/30/15) (Triangle Business Journal)

[Crowdfunding event: NC is 'out of business' without incentives, Commerce Secretary](#)

(3/18/15) (WRAL TechWire)

[N.C. State University's big plan to 'embed' students into North Carolina startups](#)

(1/20/15) (Triangle Business Journal)

[Survey: Triangle entrepreneurs are optimistic about the next six months](#)

(1/20/15) (Triangle Business Journal)

[NCSU to open 'Entrepreneurship Clinic' in downtown Raleigh](#)

(1/13/15) (WRAL TechWire)

[NC State announces entrepreneurship clinic in downtown Raleigh](#)

(1/12/15) (The News & Observer)

[2014: The year of the entrepreneur?](#)

(12/30/14) (Triangle Business Journal)

[Researchers: Triangle startups will go 'on a rampage'](#)

(10/24/14) (Triangle Business Journal)