

Jerry Nemeroff
Lecturer

Gerald.nemeroff@McCombs.utexas.edu

Office: CMA 7.126

Office Hours: Monday and Wednesday 10:30 a.m. – 12:00 p.m.

Summary:

Jerry Nemeroff is a lecturer at the Moody College of Communication and the McCombs School of Business. He teaches MBA and undergraduate level courses that are focused on business development, negotiation and leadership.

Jerry started teaching at the University of Texas after a 19-year career at EY, a global consulting firm. Jerry also served as an executive coach for new EY partners and taught account management, negotiation and go to market classes for his former firm.

As a partner for EY Jerry was the Southwest Region Sales Leader for the Technology sector, where he led Risk and Process Improvement professionals. He was also the Global Coordinating Partner for Dell Technologies and the state of Texas where he was responsible for all sales and service delivery globally.

Prior to coming to Austin Jerry had top-line responsibility for EY's Ohio Valley and W3 (Western NY, Western PA and WV) regions as the Area Director of Business Development. He also held leadership roles in EY's Tax and Consulting national practices where he helped launch new service offerings.

Before joining EY Jerry spent 16 years at Xerox and three years at ADP in a variety of sales management, sales and sales training roles. Jerry earned a BS in Business Administration from West Virginia University.

Qualifications:

Jerry has worked in consulting and the tech industry as a go-to-market leader with account, regional and national experience in developing strategy and leading teams in selling professional services, outsourcing and hardware. Jerry has demonstrated a scalable pragmatic approach for driving change and business results.

Jerry leverages his business experience and business training experience in the classroom for the University of Texas by teaching undergraduate and graduate students business development, negotiation, and leadership.

Accomplishments:

- Led a global team at EY that more than tripled the revenue at a major technology account in seven years.
- Initiated the EY relationship for one of EY's largest state and local accounts.

- Member of the number one EY regional leadership team for revenue growth in the US.
- Overachieved sales goals at Xerox 13 out of 14 years as a sales manager and sales representative.
- Member of the number one US revenue growth region for Xerox as a sales representative.
- Certified trainer for Tracom Social Styles and Miller Heiman Account Management training.

Education:

- BS, Business Administration, West Virginia University