



# **HARRIS-STOWE STATE UNIVERSITY**

## **Anheuser-Busch School of Business**

### **NEWSLETTER**

**SPRING 2011**

**Volume 3, Number 1**

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#### ***ANHEUSER-BUSCH SCHOOL OF BUSINESS LIBRARY***



**Stop by and check out the  
new and beautiful library and  
technology resource center at the  
Anheuser-Busch School of Business**

**The hours are:  
Monday-Friday  
9 a.m. to 9:30 p.m.**

***CONGRATULATIONS!!!***

**TO THE FALL 2010-SPRING 2011  
ANHEUSER-BUSCH FOUNDATION  
SCHOLARSHIP RECIPIENTS**

**MALCOLM A. CRAWFORD**

**AHMADOU FALL**

**PHILLIP W. FOXWELL**

**VIVICA FOXWELL**

**LEMUEL H. GEBRESELASSIE**

**LAURA L. HICKMAN**

**RICHARD D. JERELDS**

**PATRICE JOHNSON**

**JACQUELINE O. OGINA**

**STEVEN J. PARGO**

**CORNELIUS E. ROBINSON**

**BOITUMELO G. SENNE**

**MERINDA WATSON**

**SHONTA WEBB**

**FERRIN J. YOUNG**

# NEW ADJUNCT FACULTY AT THE SCHOOL OF BUSINESS



Regina Fowler

Juan Borrero-Gomez



Jerry Walker

Tishaura Jones



Pamela Kaiser

Amir Kundalic



Stanley Williams

## ***WHERE ARE OUR GRADUATES? WHAT ARE THEY DOING?***

***CORTEZ E. JACKSON***

**BUSINESS  
ADMINISTRATION  
GRADUATE**

**MAY  
2009**



***Cortez Eugene Jackson*** tells everyone that he graduated from the “illustrious Harris-Stowe State University.” He was a Magna Cum Laude graduate in May of 2009. He has a Bachelor of Science degree in Business Administration, and he is currently pursuing a Master’s of Business Administration at Webster University with a planned completion date of May 2011.

After graduation, Jackson obtained a position with a Fortune 500 Company, **Altria Sales & Distribution** as a **Territory Sales Manager** in Springfield, MO. Altria’s mission is to own and develop financially disciplined businesses that are leaders in responsibly providing adult tobacco and wine consumers with superior branded products. Altria Group is the parent company of Philip Morris USA, the largest cigarette manufacturer in the United States. Other Altria companies are U.S. Smokeless Tobacco Company LLC, John Middleton Co., Ste Michelle Wine Estates Ltd., and Phillip Morris Capital Corporation. Altria Sales and Distribution’s role is to execute trade programs to grow their tobacco business and their customers’ business. Jackson has been managing a territory that grossed \$13.1 million and 22 convenience store chains that have grossed \$4 million in sales annually. While being in this role a little more than a year, he was able to produce substantial results, which led to a promotion. Jackson currently serves as a **Sales Development Associate** where he trains and develops Territory Sales Managers’ planning, communication and analytical skills. While this position is transitional, he has also developed his own skills, which led to another promotion of becoming a **Unit Manager** where he will manage a group of five Territory Sales Managers in New Orleans, LA, starting December 1, 2010.



# ALTRIA VISITS THE SCHOOL OF BUSINESS



Monday, October 11, 2010, Sales Development Associate, Cortez Jackson (2009 graduate of HSSU) and his District Manager, Jim McCarthy, visited the Harris-Stowe State University Anheuser-Busch School of Business to give an overview of Altria Sales & Distribution to a select group of student leaders who maintain a high GPA. During the day, there was an open dialogue where students had the opportunity to ask questions about the company and actively engage with Jackson and McCarthy. At the conclusion of the information session, students were given the opportunity to submit their resumes online for review and interviews will soon follow. Students in attendance include Ahmadou Fall, Malcolm Crawford, Richard Jerelds, Bruce Jacobs, LaQuinn Laws, Lisa Fields, Donald Buckner and DeShannon Brooks.

***OCTOBER 6-9, 2010  
ACCOUNTING AND MARKETING STUDENTS  
ATTENDED THE  
NATIONAL ASSOCIATION OF BLACK ACCOUNTANTS  
(NABA) CONFERENCE  
IN CHICAGO, ILLINOIS***

School of Business students who attended the conference were: Brittney Walton, Cornelius Robinson, Camden Daniels, Patrice Johnson, Erica Brown, Stacey Jefferson, Constance Rogers, LaQuinn Laws and LaToya Love. While attending the conference two students received scholarships and four students interviewed with various companies.

## **SCHOLARSHIPS**

Camden Daniels received the Wayman Smith Scholarship and Cornelius Robinson received the Lifting as we Climb Scholarship. Congratulations to both recipients.

## **INTERVIEWS**

Four students interviewed with companies for internships and positions while attending the conference

Brittney Walton interviewed with JPMorgan Chase & Co.

Camden Daniels interviewed with Grant-Thornton, Cargill,  
and American Electric Power.

LaQuinn Laws interviewed with Ernst Young and Grant-Thornton.

Cornelius Robinson interviewed with Progressive, Ruben-Brown,  
and Caterpillar.

**THIS WAS A VERY PRODUCTIVE CONFERENCE FOR OUR STUDENTS**

## THURGOOD MARSHALL

Six school of business students along with chaperone Mrs. Westelle Florez attended the 10th Annual Leadership Institute and Career Fair. The conference was held October 28-November 2, 2010. Business school students who attended were Ahmadou Fall, Richard Jerelds, Jordan Fowlkes, Vivica Foxwell, Danielle Combs, and Steven Pargo.



## REGIONAL BUSINESS COUNCIL FALL RECEPTION, OCTOBER 27, 2010



### ***HSSU STUDENTS***

Brittney Walton  
Pamela Davis  
Steven Pargo  
Cierra Staples  
Keyon Watkins  
Shantee Webb

### ***MENTOR***

Tracy Moore  
Chris Anderson  
Rodney Kinzinger  
Sarah Miller  
Donald Suggs  
Patrick Quinn

### ***COMPANY***

Major Brands  
American Mortgage  
Deloitte & Touche  
Assurance  
St. Louis American  
Major Brands

# HSSU COLLEGIATE 100



The Collegiate 100 Black Men of Metropolitan St. Louis Inc. hosted a Financial Forum at the school of business on October 28, 2010. Their guest for the evening was the phenomenal Michael V. Roberts, Sr., Chairman/CEO, The Roberts Companies.

**CAMDEN DANIELS, SR.  
HAS BEEN OFFERED A POSITION  
WITH  
DELOITTE TOUCHE**



Camden Daniels, Sr. has been offered a position to start September 2011 as an auditor with Deloitte Touché. Daniels will graduate December 2010 and has plans to get his CPA before beginning as an auditor.

**CONGRATULATIONS, CAMDEN DANIELS!**



## HSSU HOSTING THE MONTHLY NABA MEETINGS AT THE ANHEUSER-BUSCH SCHOOL OF BUSINESS



Dr. Tiamiyu (Dr. T.) was the speaker for the professional meetings for the month of October. The title of the presentation was "Fraud and Internal Controls." Participating schools include Washington University, University of Missouri-St. Louis, Lindenwood University, Maryville University, Webster University, Fontbonne University, St. Louis University and Southern Illinois University.

## CORNELIUS ROBINSON RECEIVES OFFER FOR INTERNSHIP



Cornelius Robinson attended the National Association of Black Accountants (NABA) Conference in Chicago, IL, and received three interviews. The companies were Progressive, Ruben-Brown, and Caterpillar. After the conference, Progressive offered Robinson a trip to Cleveland, Ohio, for an additional interview. Cornelius will intern with Progressive Insurance Company at their Headquarters in Cleveland, Ohio, from January to May (2011 Spring Semester).

**CONGRATULATIONS, CORNELIUS ROBINSON!**

# THE SCHOOL OF BUSINESS



AT THE  
HOMECOMING  
PARADE

