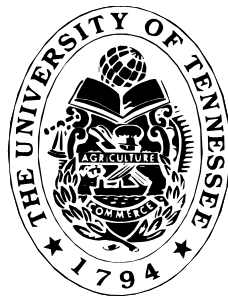


**JAMES C. KOCH**  
**DOCTORAL STUDENT**



**DEPARTMENT OF MARKETING & LOGISTICS**  
**UNIVERSITY OF TENNESSEE**

**VITA**

**JAMES C. KOCH**  
DOCTORAL STUDENT

---

**Home**

9701 Grove Lake Way, Apt. 103  
Knoxville, TN 37922  
(865) 548-7623  
E-mail: [jckmj23@yahoo.com](mailto:jckmj23@yahoo.com)

**University**

Department of Marketing & Logistics  
University of Tennessee  
Knoxville, TN 37996-0530  
E-mail: [jkoch2@utk.edu](mailto:jkoch2@utk.edu)

**EDUCATION**

**University of Tennessee at Chattanooga:** Master of Business Administration, GPA 3.21, August 2000

**University of Tennessee at Chattanooga:** Bachelor of Science - Finance, GPA 3.44, May 1997

**Research Interests:** Corporate Social Responsibility, "Green" Marketing, Entrepreneurship, Business Ethics.

**Teaching Interests:** N/A.

**Published Work:** Produced 12 management-oriented papers that were published in *Encyclopedia of Management, 4<sup>th</sup> Edition*

**PROFESSIONAL EXPERIENCE**

***Regional Marketing Director – December 2006 to June 2007***

**Brokers' Risk Placement Services, Inc. - Dallas, Texas**

- Responsible for Stop Loss Reinsurance Sales in Texas, Oklahoma, & Arkansas
- Provided Point-of-Contact service for Brokers, Consultants & Third Party Administrators

***Regional Marketing Representative – May 2006 to September 2006***

**HCC Life Insurance Company - Dallas, Texas**

- Responsible for Stop Loss Reinsurance Sales in the Southwest Region with a total block size of \$120 million
- Provided Point-of-Contact service for Brokers, Consultants & Third Party Administrators
- Responsible for production & profitability in the following states: Missouri, Arkansas, Louisiana, Kansas, Oklahoma, Texas, Colorado, New Mexico, Utah, Arizona, Nevada & California

***Regional Group Manager & Senior Group Underwriter – 2001 to 2006***

**Symetra Financial - Dallas, Texas & San Diego, California**

- Sold & Managed \$2.8 million worth of premium in 2005 with a Loss Ratio of 30%
- Provided Stop Loss Reinsurance with an emphasis on groups 500+
- Provided Point-of-Contact service for Brokers, Consultants & Third Party Administrators
- Responsible for production & profitability in Missouri, Kansas, Colorado, Oklahoma, Texas & Louisiana

***Underwriter – 1999 to 2001***

**Blue Cross Blue Shield of Tennessee - Chattanooga, Tennessee**

- Provided rate analysis for Large Group cases (150-500) as well as Small Group cases (less than 150)
- Had direct contact with Account Managers & Brokers
- Prepared financial reports, created databases, & designed pricing models for the Risk Management.

***Graduate Assistant – 1998 to 1999***

**The University of Tennessee - Chattanooga, Tennessee**

- Provided statistical research & test preparation with a wide knowledge base of Microsoft applications
- Produced 12 management-oriented papers that were published in *Encyclopedia of Management, 4<sup>th</sup> Edition*

***Internships – 1994 to 1998***

**JAMES C. KOCH**  
DOCTORAL STUDENT

---

**Finance Intern –BRACH’S Confections, Inc.**  
**Marketing Intern – Chattem, Inc.**

**HONORS**

**University of Tennessee at Chattanooga:** Dean’s Academic List – Multiple Semesters  
UTC Merit Scholarship – 1992  
Alpha Lambda Delta Honor Society – 1992  
Phi Eta Sigma Honor Society – 1992  
Kappa Sigma National Scholarship/Leadership Award (\$250) – 1994  
Kappa Sigma Van Wesley Scholarship/Leadership Award – 1994  
Honor Court – 1995  
Homecoming Advisory Committee – 1995  
Nominee for Student’s Council to the President of the UT – 1995  
Golden Key Honor Society – 1995  
Order of Omega Greek Honor Society – 1995  
1st recipient of the Alumni Council Scholarship at UTC – 1995  
2nd recipient of the Alumni Council Scholarship at UTC – 1996

**ACHIEVEMENTS**

**University of Tennessee at Chattanooga:** Kappa Sigma Pledge Class President & Model Pledge – 1992  
IFC Scholarship Chairman – 1993  
Kappa Sigma Scholarship Chairman – 1994  
Kappa Sigma Fraternity President – 1995  
Founders Award of Chapter Excellence Chairman – 1996 & 1997  
Graduated with a B.S. in Finance – 1997  
Appointed to the UTC Young Alumni Council Board – 1998  
Graduated with an MBA in Entrepreneurship – 2000

**Blue Cross Blue Shield of Tennessee:** Chaired the United Way Fundraiser – 1999

**Lincoln National:** Completed Life Agent’s License – 2002

**COMMUNITY SERVICE**

**University of Tennessee at Chattanooga:** Chattanooga Food Bank "Share Your Christmas" – 1992-1997  
Jaycees Haunted House Volunteer – 1992-1994  
Association for Retarded Children – 1992-1994  
Orange Grove House – 1992-1994  
Kidney Foundation "River Roast" Volunteer – 1992-1994  
Adopt-A-Highway – 1992-1997  
Young Alumni Council - 1998

**Multiple Sclerosis Society:** Multiple Sclerosis 150 Mile Bike-A-Thon Fundraiser – 1998-1999  
Multiple Sclerosis Walk-A-Thon Fundraiser – 1999

**Leukemia & Lymphoma Society:** Team-In-Training Fundraiser and Marathon Participant – 2002

**JAMES C. KOCH**  
DOCTORAL STUDENT

---

**References** (Recommendation letters available upon request)

**Howard Finch, Ph.D.**

Alico Chair in Finance Professor  
Florida Gulf Coast University  
10501 FGCU Blvd., South  
Fort Myers, FL 33965-6565  
Phone: (239) 590-7370  
E-mail: [jhfinch@fgcu.edu](mailto:jhfinch@fgcu.edu)

**Richard Becherer, DBA**

Clarence E. Harris Chair of Excellence in Business & Entrepreneurship Professor  
The University of Tennessee at Chattanooga  
615 McCallie Ave.  
Chattanooga, TN 37403-2598  
Phone: (423) 425-2235  
E-mail: [richard-becherer@utc.edu](mailto:richard-becherer@utc.edu)