

Stuart M. Hunter

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Objective: Responsible, leadership role for an academic/oceanographic research institution, research vessel, or program, such as: Program Manager, Operations, Ship's Master (100ton), Mate. Eager to pursue career path in oceanography in positions of increasing responsibility and seniority.

Background Summary:

District Manager, Farmers Insurance Group
Career Navy Officer (Commander, Surface Warfare)
BA (Biology), Cornell College
1999 MBA, Golden Gate University
Recreational sailor: US Sailing Association, Bare-boat Cruising certified.
USCG Auxiliary: Flotilla Commander (elected office), qualified Coxswain.
USCG Merchant Mariner Credential: Master (100 tons)

Selected Highlights:

September 2001 - January 2008: District Manager, Farmers Insurance Group

An independent contractor with the Farmers Insurance Group.

Sole Proprietor: Opened and operated own office with one full time and three part time employees.

Recruited, trained, and helped agents successfully start, own, and operate their own insurance agencies. Accountable for District's business results.

Grew the District from 20 to 33 Agents with over \$36,000,000 annual gross written premium; increased policies in force and revenues 35%. License #0C53791.

February 1995 - July 1977: Stock Broker, Dean Witter

Strong customer focus: Created disciplined system for routine client contact.

Developed own worksheet for client consultations, which became the standard in the office.

Prepared and published a bimonthly newsletter issued to over 500 local subscribers.

Created methodology for stock selections - used productively by six of twelve brokers

Developed program summaries and training aids for complex investment and account programs; shared with other brokers for effective client presentations.

July 1973 - September 1993: US Naval Officer (Surface Warfare)

Instructor, Nuclear Power Training Unit, Windsor Locks, CN.
Distinguished Naval (Honors) Graduate, Officer Candidate School.
Port Operations Officer, Headquarters Support Activity, Tsoying, Taiwan.
Damage Control Assistant & Repair Officer, USS Mullinnix (DD-944).
Chief Engineering Officer, USS Francis Hammond (FF-1067)
Operations Officer, USS Sacramento (AOE-1)
Executive Officer, USS San Jose (AFS-3)
Qualified for ship Command.
US Naval Attaché to India, US Embassy, New Delhi
Student, French Naval War College, Paris.
Civil and Political Affairs Advisor to USCINCPAC Representative, Guam

Significant maritime, and international knowledge and experience.

Twice awarded the Defense Meritorious Service Medal, once awarded the Navy's Meritorious Service Medal, and once, the Navy Commendation Medal for superior performance.

Led 160 man Engineering department through an extensive 8 month shipyard overhaul in Yokosuka, Japan with successful certification upon completion after exhaustive systems and operational exams.

Under the auspices of FEMA, led a contingent of 125 US Sailors and Marines on a highly successful drought relief mission to Chuuk, Micronesia.

Principal personal staff assistant to, successively, a Dutch, a Danish, and a Portuguese Admiral on a major NATO Headquarters' staff (SACLANT).

Created and chaired a working group with the Governor's Office, Northern Marianas Islands to review and resolve a wide variety of issues between the CNMI and the U.S. This dramatically improved productivity of the annual summit meeting required by treaty.

Specific Skills:

Extensive effective leadership & management experience and ability.
Effective analytical ability and strong strategic planning experience.
Strong communication skills, effective writing and public speaking experiences.
Necessary (and ordinary) computer use ability,
Extensive knowledge and experience in shipboard systems and operations
Considerable experience successfully living and operating in an international, foreign environment.
Languages: English (native), French (conversant), Chinese Mandarin (some)