

PEPPERDINE UNIVERSITY
Graziadio School of Business and Management

JOHN BUCKINGHAM

WORK EXPERIENCE (Past 15 years)

Marketing Professor August 2004-Present
Pepperdine University | Malibu, CA

Founder and CEO July 2008-Present
MedResults Network, Inc. /Huntington Beach, CA

I pioneered the only aesthetic buying network for aesthetic physicians and medical spas from 20 members to 1700 members and the company is growing at the rate of 32% per year. Largest customer for major brands: “Restylane”, “Dysport” from Medicis (Valeant), “Radiesse” from Merz and Obagi.

Founder and CEO December 2002 - June 2008
Solana MedSpas| Irvine, CA

I pioneered and become the largest aesthetic facility developer in the United States with 76 retail medical locations with revenue exceeding \$50MM. I successfully sold my company to a private equity firm in November 2007.

Chancellor and President July 2001 - November 2002
Career Education Corporation College | Long Beach, CA

Grew Revenue by 40% to \$40MM and tripled net income. Started new branch in San Jose, California and achieved 110 starts with only two program offerings. Increased Placement Rate from 82% to 95.5%.

Dean-Graduate School of Business February 1999 - May 2001
University of Arizona | Tucson, AZ

Was first corporate executive to hold this position. Raised U.S. News Ranking from 37 to 30 in 18 months. Was awarded Faculty Member of the Year by students as Professor of Marketing and Strategy

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PrimeTech

President/COO/Chief Marketing Officer

October 1997 - February 1999

Directed the merger of three companies into one unified, effective and profitable \$80MM entity. Introduced branded industrial products while reorganizing and reenergizing national sales force. Was visionary leader and team builder for new division.

Intoximeters, Inc.

President/Chief Marketing Officer

St. Louis, Missouri

May 1993-September 1997

Developed and implemented total corporate strategy to ready \$7MM revenue company for significant increase in market for electronic breath detection devices from new Government Regulations. Revenue grew with “Alco-Sensor” brand to almost \$30MM with creation of manufacturing facility, new national and global sales organization and administrative additions along with new processes and procedures.

EDUCATION

Harvard Business School-Boston, MA.

1978

Received MBA with emphasis in Marketing and Leadership. Wrote several company case studies with well-known professors. Started new division of branded products for Colgate Palmolive as summer intern.

Purdue University-West Lafayette, IN

1976

Graduated with B.S. in Pharmacy with distinction. Was President of five campus organizations and finalist for most outstanding male at graduation.

BOARD OF DIRECTORS/AFFILIATIONS

MySkinInc (Private)-New York City, New York

EMedical Lending (Private)-Los Angeles, California

VoiceIQ (Public)-Toronto-Canada

Knowledge Computing Corporation (Private)-Tucson, Arizona

Cyracom International (Private)-Tucson, Arizona

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West Chemical Products (Public)-Princeton, New Jersey

Legal Genie, Inc. (Private), Santa Ana, California

Young Presidents Organization (YPO) for 19 Years in four chapters.

Sigma Chi Fraternity. Awarded prestigious Significant Sig Award in 2008 for outstanding career business accomplishments.