

# MARY LYNN HANIK

## *Curriculum Vitae*

*Texas A&M University Central Texas  
College of Business Administration  
mary.hanik@tamuct.edu*

*Professional Management instructor; former corporate executive with extensive experience in marketing, sales, customer relationship and engineering management. Exceptional written and oral communication skills with the ability to articulate objectives, strategies and tactics. Skilled in negotiating and managing projects from concept to completion.*

### Academic Employment

**TEXAS A&M UNIVERSITY CENTRAL TEXAS**

2014 - CURRENT

#### Adjunct Faculty

Adjunct faculty member within TAMUCT College of Business Administration, teaching Principles of Management (MGMT 3301); Business Communications and Research (BUSI 3301) and Organizational Behavior (MGMT 3350).

**CENTRAL TEXAS COLLEGE**

#### Associate Dean Central Texas College Far East

Summer 2015

Responsible for foreign campus development; full and adjunct faculty and employees on campus sites across the Far East. Campus sites included Japan, Okinawa, Diego Garcia, Guam and South Korea.

#### NCO Lead Contract Program Manager

Jan 2014-2015

Operation, management and supervision of the Central Texas College / Fort Hood NCO Lead Program and personnel. Recruiting, hiring and retention of instructors and staff. Counsel soldiers regarding the programs.

#### Instructor – Management Courses

2010-2015

Instructor for Principles of Management; Business Law; Supervision; Business Principles and Office Management. Additional non-academic instruction for Customer Service classes on Fort Hood.

### Business/Corporate Employment

**JOURNEY VINEYARDS**

2012 – CURRENT

#### Owner

Own and operate vineyard to include cultivating, planting, management and harvesting of grapes for wine processing, cellaring and bottling.

**EGGCEPTIONALS**

2018 – CURRENT

#### Owner

Own and operate small business selling fresh free-range farm/ranch eggs and seasonal produce. Commodities sold at local farmer's markets or donated to food banks.

## **CENTEL / SPRINT / EMBARQ / CENTURYLINK**

### **Developer Markets / Western Senior Sales Manager** 1999 – 2009

Coordinate major corporations, representing multiple dwelling units and tract-like residential housing, telecommunications requirements; create marketing agreements / contracts to meet state-of-the-art demand. Securing and maintaining contracts with Garrison Command and DOD contractors at military posts and bases in continental United States.

### **Project Administration Costing System** 1997 – 1999

Management, standardized training, documentation for Nevada and the Northwest Region engineering operations.

### **Implementation Team** 1995 - 1997

Development, testing and training of 200 engineers and implementing Project Administration Costing System in Nevada for engineering.

### **Outside Plant Engineer** 1982 – 1995

Drafting, surveying, engineering cable routes and performing cost studies to maximize available capital dollars. Supervision of construction crews.

### **Engineering Supervisor** 1981

Supervised construction crews and worked with customers. Engineered cable routing and cost studies.

### **Repair and Test Board Supervisor** 1980

Direct supervision of repair, dispatch and test-board personnel. Conducted hiring interviews and held periodic reviews. Resolved customer complaints and directed customer relations.

### **Assignment Supervisor, Service Center** 1979

Supervised service order entry team for completion, installation service results and Public Service Commission service objectives.

### **ISC (Intra-State Circuit) Coordinator** 1978

Issued and completed special circuits with other communications companies.

## **Education**

### **University of Phoenix**

Master of Business Administration, 2004

### **University of Phoenix**

Bachelor of Science in Business Management, 2002

Substantial Corporate technical training seminars and courses associated with engineering, supervision and management development.

### **Honors, Awards and Distinctions**

Employee of Year, Central Texas College, 2014

Winner, CenturyLink, Chairman's Club, 2006

Honor: CenturyLink, Highest in rank for negotiating, securing and retaining marketing agreements  
5 consecutive years (2002 – 2006)

Featured: Sprint "The Point" magazine, "Moving In With High-Tech Solutions," 2002

Fellow: Rotary Foundation of Rotary International, Paul Harris Fellow, 2007

Naming Honor: Texas A&M University Central Texas Campus Bookstore, Founder's Hall, *Stephen A. and Mary L. Hanik Bookstore*, 2016

Naming Honor: Texas A&M University Central Texas, Heritage Hall 2<sup>nd</sup> Floor Information Desk, *Stephen A. and Mary L. Hanik Information Desk*, Archives and College of Arts & Sciences, 2019

### **Community Service**

Spectrum 1 News Water Conservation Florence

Killeen / Heights Rotary Club, Board Member

Salado Rotary Club – Past President

KNCT Wine Classic, Committee Member

Association of the US Army, Event Coordinator, Washington D.C.

Village of Salado Zoning Board of Adjustments, Board Member

Killeen Family in Crisis Fundraiser

Killeen Community Clinic Fundraiser

Peaceable Kingdom Fundraiser`

### **Other Professional Experience and Community Service**

2020 – Present Texas A&M University Central Texas QEP WI Syllabi Review committee

2017 – Present Texas A&M University System, Chancellor's Century Council, Cabinet Member

2015 – Present Texas A& M University Central Texas Endowed Scholarship, *The Stephen A. and Mary L. Hanik Scholarship*, for the College of Business Administration, Marketing Majors