

Dun Gifford, Jr.
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Professional Experience

INSIGHT COMMUNICATIONS, 1998-present, Portland, OR

President and Founder. Develop editorial content for businesses and business media, including articles, business plans, newsletters, and web content. Act as contributing editor and freelance writer for magazines. Clients include top-tier management consulting companies, investment companies, U.S. corporations, venture capital firms and investment banks.

HARVARD BUSINESS REVIEW, 1996-1998. Boston, MA

Associate Editor. Participated in the selection and screening of article proposals, developing key concepts and acting as ghostwriter when necessary; rewrote manuscripts for style, tone and argumentation. Authored articles in the "Briefings from the Editors" section.

DAVID L. BABSON CO. INC., 1992-1994. Cambridge, MA

An investment advisor managing \$14 billion in assets.

Vice President/Equity Analyst/Portfolio Manager. Industry analyst for the banking, pharmaceutical and publishing sectors. Made buy and sell recommendations based on primary financial research and financial statement modeling. Authored internal and client reports on investment topics and individual stocks. Also, managed investment portfolios for high net-worth clients.

HARBRIDGE HOUSE, INC., 1987-1989. Boston, MA

A management consulting firm, now owned by Coopers and Lybrand.

Research Consultant/Consultant. Managed and contributed to strategic planning and market research projects, particularly in the publishing industry. Also, for the company's management education practice, authored and taught sections of management education programs. Clients included McDonalds, Ford, GE and The Boston Globe.

THE PATRIOT LEDGER, 1985-1986. Quincy, MA

Reporter. Wrote breaking news in suburban Boston town of Dedham for state's largest evening newspaper. Covered local politics, schools, police and fire departments, and district court, filing stories on nightly deadline.

FIDELITY INVESTMENTS, Summer 1991. Boston, MA

Intern, Fidelity Capital, Community News Group

Conducted market studies for community newspapers owned by Fidelity to identify advertising and circulation growth opportunities. Researched and wrote business plan for proposed new local paper.

Education

HARVARD BUSINESS SCHOOL, 1990-1992. Boston, MA

Awarded Masters in Business Administration. While enrolled, volunteered in Boston public schools, wrote for student newspaper and worked at a management consulting company.

STANFORD UNIVERSITY, 1980-1985. Stanford, CA

Awarded Bachelor of Arts in Humanities, with Honors. Attained 3.7 GPA in field of concentration: Comparative Literature. Honors thesis : "Reactions to Capitalism in Stendhal's The Red and the Black." Co-founded and published student magazine, tutored freshman in expository writing, and wrote for Stanford Daily.

L'UNIVERSITE DE PARIS and L'ECOLE SCIENCE POLITIQUES, 1982-1983, Paris, France

Course work in French Literature and Politics, Junior Year Abroad.

Personal

Proficient in French, German, Vietnamese.

Certified Yoga Instructor, American Viniyoga Institute (trained at 500 hour level.)

Senior Dharma Teacher, Kwan Um School of Zen.

Enjoy scuba diving, bicycling, poetry.