

**Robin Garewal**  
University of Nebraska-Lincoln  
Marketing  
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## **Education**

MBA, University of Nebraska-Lincoln, 2021.  
Major: Finance

Post Graduate Diploma in Business Management (PGDBM), Apeejay School of Management,  
2002.  
Major: Marketing

B.comm, Guru Nanak Dev University, 2000.  
Major: Accounting & Finance

## **Academic, Government, Military and Professional Positions**

### **Academic**

Assistant Professor of Marketing, University of Nebraska-Lincoln, Department of Marketing,  
College of Business. (August 2021 - Present).

### **Professional**

Assistant Account Manager, Nelnet Education Services. (November 2017 - June 2018).

Sales Representative, Charter Communications. (June 2017 - October 2017).

Regional Manager North, Next Education India Pvt Ltd. (September 2014 - July 2017).

Strategic Manager K-12, Liqid e-Learning Services. (December 2010 - May 2013).

Strategic Sales Specialist, Almoe Digital Solutions. (December 2009 - December 2010).

Senior Manager Marketing, Designmate India. (November 2008 - November 2009).

Account Manager, Hero Mindmine Pvt Ltd. (August 2006 - October 2008).

Regional Manager, Hughes Communications India. (March 2002 - July 2006).

## **Licensures and Certifications**

Search Committee Certification, University of Nebraska-Lincoln. (October 2021 - October 2023).

## **Professional Memberships**

American Marketing Association - Lincoln Chapter. (July 2022 - Present).

AICPA Student Affiliate. (2020 - Present).

Society of Financial Econometrics. (2020 - Present).

Primary Programmer, Business Graduate Student Association, University of Nebraska-Lincoln. (2018 - 2020).

## **Development Activities Attended**

Conference Attendance, "USCA 2022 Fall Meeting," University Sales Center Alliance, Ogden, Utah. (September 2022).

Conference Attendance, "USCA 2022 Spring Meeting," University Sales Center Alliance, Indianapolis, Indiana. (April 2022).

Webinar, "Different approaches to tackling the challenges of communicating with customers that do not speak your agents' native language," Presented by Language 10: Heather Morgan Shoemaker, CEO. (February 2022).

## **TEACHING**

### **Teaching Experience**

#### **University of Nebraska-Lincoln**

MRKT 257, Sales Communication, 4 courses.

MRKT 457, Customer Relationship Management and Sales Technologies, 3 courses.

MRKT 458, Sales Force Management, 5 courses.

### **Non-Credit Instruction**

Travel With Students, University of Kansas, King's Hawaiian Sales Competition, 4 participants. (April 2022).

### **Awards and Honors**

Nominated, 2022-2023 College of Business Excellence in Teaching Award (Non-Tenure Track), University of Nebraska-Lincoln, College of Business. (December 2022).

Inducted into Delta Sigma Pi. (March 2022).

## **RESEARCH**

### **Published Intellectual Contributions**

#### **Books**

Garewal, R. (2021). *Let's Talk About SALES - a tale of a salesman (Kindle Edition)*. Amazon-India.

### **Presentations Given**

Garewal, R., "Future of Sales," Rajagiri Business School, Kochi, Kerala, India. (January 2022).

Garewal, R., "Qualitative Methods in Finance," Dayananda Sagar Institutions, Bangalore Urban, Karnataka, India. (2020).

Garewal, R., "Retailing and Franchising," JK Business School, Haryana, India. (2020).

## **Media Contributions**

### **Other**

Podcast. Rendezvous with Robin Garewal, in search of true meaning of success. Interviews with everybody and anybody and seek their version on defining success in their words. (2021).

## **SERVICE**

### **University Service**

Marshal Corps. (September 2022 - Present).

Member, International Student Advisory Board, University of Nebraska-Lincoln. (2021 - Present).

Committee Member, Faculty Senate, University of Nebraska-Lincoln, Diversity and Inclusion Committee. (August 2022 - July 2025).

Creation of the Center for Sales Excellence Induction Ceremony. (September 2022).

Committee Member, Faculty Search Committee, Assistant Professor of Practice. (December 2021 - March 2022).

### **Professional Service**

Committee Chair, American Marketing Association - Lincoln Chapter, Executive Vice President - Sponsorship. (July 2022 - June 2023).