

Bio

Robert Wiltbank, PhD

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Dr. Wiltbank is Associate Professor of Strategic Management for the Atkinson Graduate School of Management at Willamette University. His research focuses on strategy making under uncertainty, particularly as it relates to new venture development. His research on angel investing performance is the first large empirical examination of the outcomes achieved by angel investors in the U.S. At Willamette University he teaches courses on New Venture Creation, Strategic Management, and Industry Analysis.

He has published research in top tier academic journals covering topics from top management teams to non-predictive strategies, to formal venture capital practices among angel investors. He is co-author of the recently released book *The Catalyst*, based on his research as a Batten Institute Research Fellow with the Darden School at the University of Virginia, detailing how managers in existing companies successfully drive organic revenue growth. Additionally, he serves on the editorial board of the Journal of Business Venturing. He holds a Ph.D. in Strategic Management from the University of Washington, and a degree in Finance and Accounting from Oregon State University.

Dr. Wiltbank is also a partner with Buerk Dale Victor LLC, a growth stage venture capital firm headquartered in Seattle. His experience prior to entering academics includes work in finance and sales for a major electronics manufacturer, strategic marketing for two startup firms, and performing due diligence for dozens of private equity investments.



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