



Robert Gordon M.S.T, C.P.A

Vice President of Business Development

As Vice President of Business Development, Robert Gordon is responsible for developing revenue opportunities for the College outside of philanthropy and tuition. Mr. Gordon joined the College in 1999 as the Chief Financial Officer (CFO), the position in which he served until 2008. During his tenure as CFO, Mr. Gordon negotiated about \$17 million in either new or renewals of long term financing and maintained relationship with the College's primary lender.

Before joining the College, Mr. Gordon was a Partner in a local C.P.A firm for seven years. As a Partner, he was an integral part in the growth of the firm that served closely-held businesses ranging from professional practices to multi-million dollar retail chains. In 1986 he became Treasure and CFO of a costume jewelry company. In that capacity, he was part of the team that negotiated a leveraged buyout that year for \$16 million by an AMEX listed company. He continued as Senior Vice President and CFO of this company as sales grew from \$18 million to \$30 million. In 1991, Mr. Gordon became a consultant to and later interim CFO for a manufacturer and distributor of electrophoresis equipment. Under his tenure, the company became bankable and was later sold for roughly \$5 million while he was still serving as a Director. In 1992, he became a Founder and Treasurer for a start-up company, also in the costume jewelry industry, that grew to \$28 million dollars in revenue when he joined the College.

Mr. Gordon is an alumnus of Boston Latin School. He earned his A.B. in Economics from Harvard University, his M.S. in Accounting from Northeastern University and his M.S. in Taxation from Bentley College. Mr. Gordon is a member of the Treasurers Club of Boston. He has served on both the Board of Directors and Finance Committees for synagogues in Beverly and Lexington, MA.

Mr. Gordon accepted the position at the New England College of Optometry for the challenge of building and strengthening the College. He sees a bright future for The New England College of Optometry in continuing its work in the US and internationally to serve the eye care needs of diverse populations, especially those that are underserved, and in educating students who will in turn become educators for future generations of optometrists.

Mr. Gordon's favorite pastimes include skiing, hiking, bicycling and Boston sports teams.