



## Alumni GWSB Profile: Brian Herrman

### MAPPING THE FUTURE

**ALUM:** Brian Herrman

**DEGREES:** B.B.A. Accounting, 1977

**CURRENT POSITION:** VP Business Development for ICU Medical, Inc.

**FIRST JOB:** Registrar's office at GW, file room clerk.

**BIGGEST CHALLENGE:** When my wife required emergency surgery, and I had to tell my sons their mother might not come home. The doctors wanted me to sign a document saying they would do everything possible to save her organs. I said, "I want you to save all of her." They did.

**BEST B-SCHOOL MEMORY:** Graduating. I love GW for the full tuition scholarship and job they gave me, and the people I met. But it was hard work and stressful. I relate to students who work through college – those are the people I hire.

**HOW GWSB LED TO A CAREER AS A M&A**

**SPECIALIST:** The GW work ethic – I kept a 3.5 average to keep my scholarship, while working almost full-time. That prepared me for career pressure. Compared to that, an all-nighter before a big deal closes isn't tough.

**GOAL:** Sometimes you don't know what your dream job is until you fall into it.

**FAVORITE BOOK:** My wife claims I don't read a book, I study it. I like military history/strategy books; where I spread out other books with battle maps. I read the Bible almost every day – for wisdom and perspective.

**PERSONAL:** Lives in Canton, Connecticut, with wife Cherie, who works at Kohl's; son Andy, who graduated from Carnegie Mellon in 2004; Tim, who is about to graduate from the University of Massachusetts; and Ben, who is a high-school junior.