

# Buffie McCue-Quinn

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## Education

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Doctor of Philosophy, Interdisciplinary, Leadership, University of Maine (ABD)	2022
Master of Business Administration, Husson University	2015
Bachelor of Science, Business Management, University of Maine	2004

## Research Interests

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Leadership Development Selection Process  
Inclusive Leadership

## Teaching Experience

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**University of Maine, Maine Business School** 2021-Present  
**Lecturer in Management & Marketing**  
**Cooperating Faculty**

*Principles of Management &  
Organizations*  
*Principles of Marketing*  
*Introduction to Business*

*RLE :Non-Clinical Business Rotation,  
Business of Healthcare*  
*WILL Business of Blueberries*  
*Leadership*

Intersected pedagogical styles that encapsulate global teamwork and active dialogue  
Adopted flipped classroom and blended learning pedagogy for all style learners  
Created ways to engage hybrid classrooms in virtual environments; utilized chat messages, breakout rooms, annotation and video clips to highlight key concepts  
Fostered commitment to lifelong learning by connecting course materials to broader themes, essential moments in history and current trends in management  
Utilized texts and created lectures derived from Harvard Business Review  
Formulated Classroom Assessment Techniques to provide dynamic, targeted pedagogy  
Designed activities to encourage active participation and critical thinking

**Eastern Maine Community College** Spring 2018

**Adjunct Instructor, Department of Liberal Studies**

*Human Relations*

Created a syllabus that clearly defined objectives, additional resources, and course navigation  
Diversified pedagogy to encompass lectures, global teamwork, and active participation  
Demonstrated the importance of assertive communication, conflict resolution, and teamwork  
Constructed assignments to encouraged students to develop their leadership philosophy  
Established an inclusive environment for all students to be empowered to learn

**Diversity Workshop, Department of Athletics** 2016

Launched a workshop to create discourse on diversity in the athletic department  
Persuaded Senior Leadership to develop a dialogue with staff about diversity and inclusion  
Researched perspectives of current student-athletes through surveys and interviews  
Partnered with Multicultural Center and LGBTQ+ resources on campus

## **Related Professional Experience**

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**Keystone Partners** 2023-Present  
**Career Transition Facilitator**

Facilitate a dive deep into crucial job search topics such as Interviewing, Resume Writing, LinkedIn, Networking and effective Job Search Strategies  
Teach professionals about Applicant Tracking Systems (ATS), job recruiters and HR roles  
Provide engaging and interactive discussion, to provide tools to participants to land their next job in their career transition

**Brimstone Consulting Camden, ME** 2018-Present  
**Senior Partner**

Coached developing leadership team in business acceleration for Fortune 15 company  
Facilitated front line leader workshops, introduced situational leadership, difficult conversations, creating resilience, critical issues, and how to give and receive feedback  
Developed best practices for virtual workshops during pandemic with focus on engagement  
Partnered with delivery producers to transition seamlessly to virtual environments  
Served as an associate for senior leadership team strategy and alignment process workshops  
Adopted “bagels to boardroom” philosophy, learned all aspects of the organization

**Quinn Agency Bangor, ME** 2018-Present  
**REALTOR™ Associate Broker**

Earned state of Maine REALTOR™ license, to sell and purchase real estate to clients  
Top selling agent for 2019, and 2020, 2021, 2022 and Q2 of 2023  
Achieved more than \$9.9M in sales of properties and 43 transactions in less than 5 years  
Developed a social media strategy to reintroduce the agency and generate new clients  
Directed creation of new company website to increase engagement and brand awareness  
Built a book of business through former and new relationships in the community  
Secured a contract with a local developer to list all new construction listings for 2019-2021

**University of Maine Orono, ME** 2014-2021  
**Assistant Athletic Director for Advancement, Department of Athletics**  
**Senior Advisor, SAAC & Athletic Development Interns**

Advised Student-Athlete Advisory Committee, 55 student leaders  
Spearheaded strategic plan for the Leadership Academy in Athletics  
Fostered and mentored undergraduate and graduate interns  
Created a new athletics employee onboarding program  
Managed more than 200 volunteers annually for sports-specific fundraising  
Chaired the athletics golf tournament, increased net profit 12% year two, 22% year three  
Partnered with the marketing team to increase ticket revenue by 18.5%  
Negotiated contracts and achieved targeted sales for skybox program, \$300,000 annually  
Cultivated and managed more than 100 donors on trips to Italy and Ireland

**Husson University, Bangor, ME** 2011-2014  
**Director of Alumni Relations, Department of Advancement**  
 Coordinated rebranding campaign for Alumni & Friends  
 Advised and mentored student associates and developed young alumni programs  
 Increased engagement of alumni by 22% utilizing events to create a pipeline for fundraising  
 Presented to Board of Trustees, volunteers and department regarding alumni relations  
 Established goals and a vision for the alumni relations department  
 Enhanced communication by creating a monthly electronic newsletter for alumni  
 Governed an alumni board with 22 active members

**Husson University Bangor, ME**  
**Head Coed Cheerleading & Dance Team Coach, Department of Athletics** 2003-2014  
 New England Collegiate Coed Cheering & Dance Team Champions (2014)  
 National Cheerleading Association, New England Cheering Champions Runner-Up (2012)  
 Advised student-athletes on academics, time management, commitment, and teamwork  
 Created a vision for cheerleading/dance program to integrate into the Athletic Department  
 Taught young adults about perception, ethical decision-making, and civic engagement  
 Individualized goal setting based on the strengths and weaknesses of each student-athlete  
 Tested team and individuals according to season goals and wellness initiatives  
 Implemented metrics to evaluate strength and conditioning  
 Managed practices, choreography, events, fundraising, community engagement, and budget

**Buffie's Weddings Bangor, ME** 2004-2017  
**Entrepreneur**  
 Executed events with 20-275 guests, managed budgets between \$10,000-\$100,000  
 Developed new media strategies for increasing revenue by 25% over two years  
 Marketed business through networking, social media, and trade shows  
 Negotiated all key vendor contracts within varying budgets  
 Cultivated relationships with clients to deliver memorable, custom-designed events

**Classics, Bangor, ME**  
**Entrepreneur** 2003-2006  
 Awarded 2<sup>nd</sup> Best Billiards Bar of the Year, Billiards Digest 2003  
 Served as project manager for \$500,000 renovation of the building  
 Spearheaded the training program, and guest services plan for staff of 35  
 Created detailed reports for accurate sales forecasting, increased revenue 24%  
 Marketed business via digital, radio and print advertising  
 Negotiated vendor contracts and controlled inventory costs

**Professional Memberships and Continuing Education**

Greater Bangor REALTORS Association	2018- Present
Women in Sports Events	2017-2019
National Association for Collegiate Directors of Athletics	2014-2018
Women in Philanthropy	2012-2014
Council for Advancement and Support of Education	2011-2014
Maine Wedding Association	2006-2010

## **Civic Engagement**

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Greater Bangor REALTORS Association, Board of Directors  
University of Maine M Club, Board of Directors  
Canine Good Citizen Trainee  
Phillips Strickland House, Dancing for the Stars  
Susan B. Komen, Race 4 The Cure  
Special Olympics & Maine Law Enforcement Torch Run