



MID Industry Faculty Spotlight **Daniel Rey**



Teaching and mentoring has always been a passion for Daniel Rey. Along with his 28 years of corporate experience, Rey has been certified in customer sales and negotiation training along with teaching safety leadership and accountability. The development of people is something that has always been part of his career path.

“I think most good leaders enjoy teaching in some form,” explained Rey. “Being able to take that to the MID program

has been an incredible experience for me.”

Rey’s desire to pour into others led him joining the Master of Industrial Distribution (MID) program at Texas A&M University as an industry instructor, where he teaches Distribution Operational Excellence. One of the key elements that separates the MID program from others is the specialized teaching students receive from both the resident faculty and industry faculty. Rey credits his opportunities to work with MID resident faculty members such as Dr. Bimal Nepal as having a major impact on his experience in the program.

“Dr. Nepal does such a phenomenal job in terms of presenting academic subject and theory in such a way that makes it so practical for the students,” said Rey. “I feel my job is to do the ‘color commentating’ as a football announcer might do – to help contextualize the ideas being presented.”

Rey explains that one of the things he and other program faculty try to emphasize is making sure the MID group projects have a practical element to them: problem solving, implementing solutions, finding value, and providing ROI in a way that a person would for their own business.

“The real world is messy in terms of data acquisition and understanding day-to-day situations,” explained Rey. “Things aren’t presented to you in a neat case study most of the time. You have to gather the salient facts, filter out the noise, and decide what are the vital things you can do to enact real change for your company.”

In addition to his experience as an industry faculty member, Rey is also very passionate about what separates the MID program from other graduate degrees.

“I really appreciate the diversity of the curriculum while still being very much centered on industrial distribution,” said Rey. “This is a fantastic program that appeals to students from distributors, manufacturers, small businesses, hospitals, military, government, and more. I think what appeals to them is our broad curriculum.”

Rey is also impressed with how the MID program promotes teamwork and diversity of thought through case studies and discussion boards while emulating a classroom environment.

“These are master’s level students with at least five years of industry experience, and many of them a lot more than that. There’s a huge amount of experience there where they can learn from each other, and I enjoy learning from them as well,” added Rey. “If you’re in the distribution world, this is the ‘Cadillac’ program that you want to be associated with.”