Jim is a native Texan hailing from a small country town just south of Dallas. After graduating from Baylor University in Waco, he moved to the Washington DC area in 1973, where he joined IBM. Jim managed both local and national sales teams for many years, responsible for Federal Agency sales and performance. Jim's teams were recognized and credited for pioneering modern IBM large bid strategies developed while driving huge Federal deals of hundreds of millions of dollars and two in particular which were in excess of a billion dollars each. After 43 years he retired as Vice President of Sales for a large part of IBM's Federal Civilian Agency business.

Along the way, Jim joined the Pro-Duffers of Washington DC, where he is a three time club champion. He served as Chapter Vice President for four years, where among other duties, he served as the Tournament Chairman for the 2013 25th Anniversary Pro-Duffer National Convention in Orlando, widely acclaimed by some as one of the best ever National Conventions! Jim led a very spirited effort of many chapter members and the "Women of Washington", who put on a great show! As Chapter President for six years, one of the noteworthy accomplishments was Chapter growth of over 40%, specifically attracting and retaining younger members, the next generation of Pro-Duffers.

Jim is a member of the DC Pro-Duffer Foundation and also Vice-Chair of the Board of Directors for the George B. Thomas Learning Academy. Jim and his lovely better half, Diane, have resided in Bethesda, MD for over 35 years.