

ALLEN COWGILL

COMMUNITY INVOLVEMENT

- 2020-Present **SLOANS LAKE CITIZENS GROUP** **Denver, CO**
Volunteer, Member
- Helped move the group to virtual meetings in the spring of 2020 by facilitating zoom meetings.
- 2019-Present **DENVER BICYCLE LOBBY** **Denver, CO**
Volunteer
- Member of grassroots group focused on reducing preventable traffic deaths and encouraging sustainable transportation in Denver through better, walking, biking and transit options.
 - Facilitated virtual meetings with speakers from the community for group educational efforts.
- 2018-Present **MOMS DEMAND ACTION** **Denver, CO**
Volunteer
- Volunteering to reduce preventable gun deaths through phone banking, and other grassroots initiatives.
- 2020-Present **DENVER NORTH STAR** **Denver, CO**
Contributor
- Volunteer contributor focused on helping the community understand transportation issues and other stories for the community paper for North Denver in a balanced way.
- 2015-Present **HIGHLANDS UNITED METHODIST CHURCH** **Denver, CO**
Green Team, Co-Chair (2015-2018)
- Leading a team of volunteers focused on environmental stewardship efforts at the church.
 - Projects include installing community bike repair station and bike racks, harvesting local fruits and vegetables for neighborhood food banks, Bike to Church Day, and zero landfill coffee hour.
- Finance Secretary (2020)*
- Served as Finance Secretary for the church, responsible for overseeing church income.
- Leadership Team (2020-Present)*
- Serving on church leadership team for a progressive and welcoming church.
- 2006-2016 **JUNIOR ACHEIVMENT OF COLORADO** **Denver, CO**
Volunteer
- Volunteering teaching business classes to high school students. Taught over 500 students at North HS, CEC Middle College, Contemporary Learning Academy, East HS, and West High School Campus.
- 2007-Present **WASHINGTON UNIVERSITY** **Denver, CO and St. Louis, MO**
Executive Chair, Alumni and Parents Admission Program (2009-2012)
- Chaired volunteer organization of 2,300 alumni, worked with university staff on board level decisions
 - Master of ceremonies for two conferences of 60 people
- Alumni Board of Governors, Vice Chair (2009-2012), Member at Large (2012-2014)*
- Served on executive leadership team of board representing all Washington University alumni
- Colorado Regional Cabinet (2007-2016)*
- Served on board of university alumni leaders in Colorado
- Chair, Denver Alumni and Parents Admission Program (2007-2016)*
- Led a group of 50 alumni and parent volunteers, coordinating alumni interviews
- Volunteer, Denver Alumni and Parents Admission Program (2007-Present)*
- Interviewing students that are unable to travel to campus and/or wish to have an alumni interview

PROFESSIONAL EXPERIENCE

- 2015-
Present **EQUITY ESTATES** **Denver, CO**
Director
- Overseeing team of Investor Relations Managers and Associates contributing to over \$55 million in capital raised
 - Managing CRM platform Salesforce.com for all facets of prospective investors and current investors including sales, marketing, service, and property management
 - Wrote automations for sales and marketing teams utilizing Pardot
 - Implemented a comprehensive hiring and training program for new team members

2013-2015	NEXTGREATTRIP <i>Director</i> <ul style="list-style-type: none"> • Hired as a Director at a startup travel company focused on private group travel and air charters • Managed field operations and client satisfaction for 30-50 clients per trip • Built aviation partnerships, vetted and worked with network of dozens of air carriers, negotiated contracts, oversaw client flight charters from small aircraft to commercial airliners. • Directed operations for the company including sales, customer service, risk management, legal, information technology, and accounting 	Denver, CO
2012-2013	PORTICO BY EXCLUSIVE RESORTS <i>Sales Representative</i> <ul style="list-style-type: none"> • Responsible for selling private club memberships • Sold over \$100,000 of new memberships in first 4 months with the company • Top performing team member Q1 2013 sales quota achievement 	Denver, CO
2006-2012	EXCLUSIVE RESORTS, LLC <i>Inside Sales Team (Sep 2010-Oct 2012)</i> <ul style="list-style-type: none"> • Responsible for early stages of the sales process of a \$110,000+ luxury travel club membership • Successfully sold to C-Level executives and high net worth individuals through excellent written and verbal communication • Earned Top Inside Sales Team Producer Award for 2011 <i>Manager, Membership Development (Jan 2009-Sep 2010)</i> <ul style="list-style-type: none"> • In charge of Sales Operations, CRM, Sales Analytics, and Member Referral Business • Managed Salesforce.com, the CRM software working with departments across the company • Compiled and analyzed sales data for executives on key performance metrics • Created board level presentations for Directors, VP, SVP, and EVP • Managed multiple projects simultaneously, monitoring budgets <i>Analyst, Member Advocacy (Jan 2006-Dec 2008)</i> <ul style="list-style-type: none"> • Awarded Employee of the Quarter Pinnacle Award, nominated and chosen by fellow employees • First hire in Member Advocacy, working with Club Co-Founder to grow the club organically through referrals from members, doubled referral business over a two year period • Great project management and multi-tasking skills, led numerous sales and member advocacy projects 	Denver, CO
2004-2005	GRIZZLY BEAR LLC <i>CEO and Founder</i> <ul style="list-style-type: none"> • Founded company as a marketing consultant and independent sales agent • Consulted on several marketing projects with the real estate firm Aviation Development Group, including redesigning their website and competitive intelligence • Marketed and sold the <i>Graduate Survival Guide</i> to universities across the country 	Cincinnati, OH and Denver, CO
EDUCATION		
1999-2003	WASHINGTON UNIVERSITY OLIN SCHOOL OF BUSINESS Bachelor of Science in Business Administration Triple majored in Marketing, Finance, and Management; Dean's List	St. Louis, MO
2001	UNIVERSITY OF QUEENSLAND	Brisbane, Australia
2001	SPANISH SUMMER LANGUAGE INSTITUTE	Madrid, Spain
PERSONAL	<ul style="list-style-type: none"> • Language Skills: Conversational Spanish Speaker • Instrument Rated Private Pilot; Over 240 hours of flight time 	