

ALLEN COWGILL

COMMUNITY INVOLVEMENT

- 2020-Present **DENVER DOTI ADVISORY BOARD** **Denver, CO**
Volunteer, Secretary, Co-Chair
- Helped craft budget advisory letters, led meetings, took notes, liaison between Board and DOTI leadership
 - Serving on Ordinance 307 committee to craft more equitable sidewalk fee policy
 - Served on Mayor's DOTI Transition Committee
- 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.
- 2015-2021 **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 (2020-2021)*
- 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**
Senior Director
- Overseeing team of Investor Relations Managers and Associates contributing to over \$55 million in capital raised
 - Oversaw service team delivering increased customer service scores
 - 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** **Denver, CO**
Director
- 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
- 2012-2013 **PORTICO BY EXCLUSIVE RESORTS** **Denver, CO**
Sales Representative
- 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
- 2006-2012 **EXCLUSIVE RESORTS, LLC** **Denver, CO**
Inside Sales Team (Sep 2010-Oct 2012)
- 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
- Manager, Membership Development (Jan 2009-Sep 2010)*
- 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
- Analyst, Member Advocacy (Jan 2006-Dec 2008)*
- 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

EDUCATION

- 1999-2003 **WASHINGTON UNIVERSITY** **St. Louis, MO**
OLIN SCHOOL OF BUSINESS
Bachelor of Science in Business Administration
Triple majored in Marketing, Finance, and Management; Dean's List

PERSONAL

- Language Skills: Conversational Spanish Speaker
- Instrument Rated Private Pilot; Over 240 hours of flight time