

# ALLEN COWGILL

## COMMUNITY INVOLVEMENT

2020-Present	<b>DENVER DOTI ADVISORY BOARD</b> <i>Volunteer, Secretary, Co-Chair</i> <ul style="list-style-type: none"><li>Helped craft budget advisory letters, led meetings, took notes, liaison between Board and DOTI leadership</li><li>Serving on Ordinance 307 committee to craft more equitable sidewalk fee policy</li><li>Served on Mayor's DOTI Transition Committee</li></ul>	<b>Denver, CO</b>
2020-Present	<b>SLOANS LAKE CITIZENS GROUP</b> <i>Volunteer, Member</i> <ul style="list-style-type: none"><li>Helped move the group to virtual meetings in the spring of 2020 by facilitating zoom meetings.</li></ul>	<b>Denver, CO</b>
2019-Present	<b>DENVER BICYCLE LOBBY</b> <i>Volunteer</i> <ul style="list-style-type: none"><li>Member of grassroots group focused on reducing preventable traffic deaths and encouraging sustainable transportation in Denver through better, walking, biking and transit options.</li><li>Facilitated virtual meetings with speakers from the community for group educational efforts.</li></ul>	<b>Denver, CO</b>
2018-Present	<b>MOMS DEMAND ACTION</b> <i>Volunteer</i> <ul style="list-style-type: none"><li>Volunteering to reduce preventable gun deaths through phone banking, and other grassroots initiatives.</li></ul>	<b>Denver, CO</b>
2020-Present	<b>DENVER NORTH STAR</b> <i>Contributor</i> <ul style="list-style-type: none"><li>Volunteer contributor focused on helping the community understand transportation issues and other stories for the community paper for North Denver in a balanced way.</li></ul>	<b>Denver, CO</b>
2015-2021	<b>HIGHLANDS UNITED METHODIST CHURCH</b> <i>Green Team, Co-Chair (2015-2018)</i> <ul style="list-style-type: none"><li>Leading a team of volunteers focused on environmental stewardship efforts at the church.</li><li>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.</li></ul> <i>Finance Secretary (2020)</i> <ul style="list-style-type: none"><li>Served as Finance Secretary for the church, responsible for overseeing church income.</li></ul> <i>Leadership Team (2020-2021)</i> <ul style="list-style-type: none"><li>Serving on church leadership team for a progressive and welcoming church.</li></ul>	<b>Denver, CO</b>
2006-2016	<b>JUNIOR ACHEIVMENT OF COLORADO</b> <i>Volunteer</i> <ul style="list-style-type: none"><li>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.</li></ul>	<b>Denver, CO</b>
2007-Present	<b>WASHINGTON UNIVERSITY</b> <i>Executive Chair, Alumni and Parents Admission Program (2009-2012)</i> <ul style="list-style-type: none"><li>Chaired volunteer organization of 2,300 alumni, worked with university staff on board level decisions</li><li>Master of ceremonies for two conferences of 60 people</li></ul> <i>Alumni Board of Governors, Vice Chair (2009-2012), Member at Large (2012-2014)</i> <ul style="list-style-type: none"><li>Served on executive leadership team of board representing all Washington University alumni</li></ul> <i>Colorado Regional Cabinet (2007-2016)</i> <ul style="list-style-type: none"><li>Served on board of university alumni leaders in Colorado</li></ul> <i>Chair, Denver Alumni and Parents Admission Program (2007-2016)</i> <ul style="list-style-type: none"><li>Led a group of 50 alumni and parent volunteers, coordinating alumni interviews</li></ul> <i>Volunteer, Denver Alumni and Parents Admission Program (2007-Present)</i> <ul style="list-style-type: none"><li>Interviewing students that are unable to travel to campus and/or wish to have an alumni interview</li></ul>	<b>Denver, CO and St. Louis, MO</b>

## 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