



Jessa Owens

CONTACT



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LinkedIn | Portfolio



Denver, CO 80202

EDUCATION

Bachelor of Science (B.S.) in Business Administration

University of Colorado Boulder, Boulder, CO

January 2013 - March 2014

KEY SKILLS

- Growth strategy development
- Market research and analysis
- Competitive intelligence
- Client acquisition
- Contract negotiations

ABOUT ME

A business development consultant with eight years of experience advising companies on growth strategies, market expansion, and revenue optimization. Skilled in data analysis, competitive intelligence, and client relationship management.

PROFESSIONAL EXPERIENCE

Business Development Consultant | May 2018 - Present

Elevate Growth Strategies, Denver, CO

- Provided strategic consulting to over 50 companies, leading to an average revenue increase of 25% per client
- Conducted in-depth market analysis to identify expansion opportunities, resulting in 15+ successful market entries
- Developed sales training programs that improved conversion rates by 30% for client businesses

Business Development Analyst | August 2014 - May 2018

Market Solutions Group, Denver, CO

- Researched industry trends and competitor strategies to provide data-driven business recommendations
- Assisted clients in negotiating high-value contracts, securing over \$12 million in total deals
- Designed customized sales strategies, leading to an increase in client retention rates by 20%

CERTIFICATIONS

- Certified Business Consultant (CBC), Institute of Management Consultants | January 2017