

Jake Provan

Downerbid41@gmail.com

PO Box 511794
Milwaukee, WI 53203

Experience

Cardinal Stritch University: College of Business and Management April 2012 - Present

Adjunct Lecturer

- Instruct business courses for Associate, Bachelor's, and Master's Degree level students in all aspects of business including marketing, entrepreneurship, basic economics, business development, product development, and business financials
- Create curriculum and group activities which are applicable to today's business market needs and challenges
- Lecture and instruct four hour lectures with an average class size of approximately 7-15 students

Marketing and Business Development Consultant

July 2005-Present

Executive Director/Marketing & Special Events Coordinator, Historic Downer Avenue BID

- Creator and Executive Director of the Downer Avenue Business Improvement District (2007)
- Responsible for revitalizing the Downer Avenue business corridor and surrounding neighborhood by creating marketing campaigns and events for the business district
- Awarded \$170,000 in grant dollars for the Pizza Man development from DCD and the City of Milwaukee (March 2013)
- Organize, coordinate, and manage Downer Avenue Classic Bike Race and other events including in the field management of the events
- Raise \$30,000 plus annually for the Downer Classic Bike Race by creating and marketing sponsorship proposals to local and national businesses
- Prepare program budgets, negotiate fees, and coordinate invoice generation and follow-up on payment with clients
- Created "Sunday Brunch and Shop" promotion for Merchant clients
- Created the annual BID operating plan to renovate the streetscape within the commercial business district to create an aesthetically appealing, consistent, and sense of place streetscape for the Downer Avenue business district
- Project management success included fast tracking the streetscape construction project with the City of Milwaukee and City of Milwaukee Departments two years ahead of schedule
- Successfully earned a \$300,000 grant from the City of Milwaukee and financed the remaining \$350,000 with a private financial institution. This is the first time a quasi public project, that included city property, was financed by a private financial institution in combination with a city grant with a BID in the City of Milwaukee
- Managed and completed the streetscape construction project in 2009 completing a \$1.5 million dollar streetscape project for \$650,000 and completed the project on schedule within a six week period
- Currently manage the day to day BID operations including, marketing, newsletter, budget creation and implementation, and special event planning
- Three new businesses opened within the business district immediately following the completion of the streetscape
- Successfully acquired a \$100,000 RIF grant and a \$40,000 grant for the Pizza Man development within the BID in 2012 solidifying the development with the investors and the City of Milwaukee

Business Development Consultant, HoodiePet, LLC

July 2011-December 2011

- Assisted in the development of a start-up company providing consulting in all functions of the business from website development, product development, operations, marketing, customer service, and trade shows
- Company launched November 1st of this year and has been receiving national press and national and international sales

Business Development Consultant, VBM, Inc.

July 2005- July 2011

- Business development consulting position with responsibilities that include obtaining and negotiating new commercial real estate leases, maintaining current leases, and providing property management solutions for company owned properties in Downtown Milwaukee and surrounding areas
- Present commercial real estate spaces to potential tenants and coordinate all potential leasing components with the architects, business development vice president, and the company president
- Leads generated by cold calling, business letters and emails, and networking
- Create financial projections for potential company developments and financial projections and business plans for potential tenants

Brookfield Indoor Soccer Complex

August 2004-August 2007

Sales and Operations Manager

- Sales of multiple sponsorships to major corporations
- Assisted in the day to day operations of a multi-million dollar sports complex
- Managed and scheduled staff
- Created different sport leagues increasing gross revenues by \$100,000, roughly a 17% increase, in the first year of operations
- Created league schedules, trained staff, and managed multiple sport leagues and tournaments

ViroPharma/Aventis

January 2003- August 2004

Pharmaceutical Sales Representative

- Head of the Business Advisory committee assisting in the business development and marketing processes for regional sales team to establish growth in sales team region
- Sold products in one of the company's largest sales territories selling technologically advanced products to highly intelligent physicians in a very professional environment
- Responsible for establishing and maintaining relationships and product sales with physicians, physician assistants, and office staff

Professional Athlete Experience

Milwaukee Wave; Milwaukee Rampage

January 1997- January 2002

Professional Soccer Player

- Two-Time National Champion A-League 1997 and MISL 2001

Milwaukee Bonecrushers, Arena Football

January 2010- January 2012

Kicker, Arena Football

- Scored the first points in organizations history
- Played for former Packer and Super Bowl Champlon, Gilbert Brown

Coaching Experience

Bavarian Soccer Club

2003-Present

Head Coach

- Obtained the USSF A Coaching License, the highest level of licensure in the United States
- Coached nearly every age and ability level at the Bavarian Soccer Club including the Milwaukee NPSL team which was comprised of mainly Division I collegiate players
- Other teams coached included the Men's Majors team and under 13's to under 18's
- Assisted in creating lesson plans and technical development plans for the entire coaching staff

Wisconsin Olympic Development Program

2005-Present

Head Coach

- USSF A Coaching Licensed Coach
- Named Head Coach of the 1995 (Under 15's) Wisconsin State Olympic Development Team
- Led undefeated team in Regional Tournament Play
- Create, coach, and direct tryouts, training sessions, and matches
- Responsible for selecting a pool of 18 players from hundreds of players throughout the State

Brookfield Soccer Club

1999-2003

Head Coach

- Coached both boys and girls teams from under 13's to under 18's
- Led the under 18's to Midwest Regional Play and State Cup final in 2003
- Assisted Director in organizing and coaching the summer soccer camps
- Created and coached off season all-club skills development sessions

Education

University of Wisconsin-Whitewater

2002 – 2005

Masters Degree of Science: Business and Marketing Education

GPA 3.556

University of Wisconsin-Milwaukee

1992-1996

BA: Finance

- Four year starter UW-Milwaukee Division I Men's Soccer Team
- 3 Year Student Athlete Award, 6 Time All-Tournament Selection, All-Midwest Selection, Leading Scorer and Team Captain 1996