

BUSINESS CONSULTANT



CONTACT

s.	314-814-6285
\times	jnolan@marie-management.com
A	1734 Clarkson Ave Suite 275 Chesterfield, MO 63017
in	/in/jazzminemarienolan

PROFILE

Accomplished Business Consultant offering proven value added structure, development and operations systems, processes and products for quarter million dollar plus engagement; leading strategic planning teams, executing complex hybrid model designs for the purpose of earned income strategies.

Intellectually contributing to the implementation of operations systems that ensure compliance and long term earning potential. **Demonstrated leader for innovative and cutting edge ideas** with solutions that engage the client, executives, partners, collaborators, investors, board of directors, advisory committees and the community.

An unprecedented ability to build relationships and cultivate them for the purpose of economic development and community engagement. Outstanding analytical, strategic, and problem-solving skills, coupled with the ability to transfer solutions to problems into profit earning potential.

Deep strategic, structure and development expertise within entrepreneurial endeavors for the purpose of economic development.

PROFESSIONAL EXPERIENCE

2016 -Present

Business Consultant President/CEO

Marie Management LLC | St. Louis, MO

Marie Management was established in order to provide for-profit and nonprofit companies the structure and development necessary to operate within streamlined practices for the direct benefit of vulnerable populations. We ensure that each company incorporates productive, efficient and effective corporate responsibility initiatives for the benefit of the community that also presents long-term sustainability for the company. Driving achievement of clients top priority objectives through expertise that includes:

- Strategic planning
- Logic model design
- Program & product design
- Board development
- Marketing & rebranding
- Program & company budgets

- Fund development
- Content creation & research
- Community engagement
- Operations & compliance
- Policy and procedure
- Governance & oversight

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PROFESSIONAL EXPERIENCE (Cont.)

Selected Highlights & Contributions

Business Development Strategies

Distinguished by extraordinary, proven ability to connect to the purpose of an organization and develop programs, products or strategies that serve the community and drive income for the company. With a keen sense of knowledge related to community problems and the ability to research best practices, the ability to develop and expand impactful economic development companies has driven more than \$2M to the businesses and their service areas per year since 2016.

Business and Leadership Facilitation

- Entrepreneurship
- Business Management
- Urban Development
- Training and Development
- Governance

Experienced facilitator and instructor offering value added knowledge in the areas of organized leadership, entrepreneurship, management, development, department structure, operations, governance and company oversight training/development. Consistently providing relevant and innovative curriculum to the audience through creative measures for clear understanding of the material requested for instruction.

Demonstrated leader amongst both adolescents and adults in the areas of educational development. With the creation of assessment and evaluation tools for all classes facilitated, data of students/audience new retained knowledge is calculated consistently. Through the many facilitation opportunities within secondary, post-secondary, continuing education, board meeting, company meetings, conferences, summits and workshop formats, the cross-functional techniques used to relay education is perceived by audiences of all different levels of academia.

Intentional facilitation to audiences in order to increase their entrepreneurial, business, management, structure, development and leadership knowledge.

EDUCATION

Doctorate of Business Administration

NorthCentral University, San Diego, CA 2017 - Present

Masters of Public Administration

Lindenwood University, St. Charles, MO 2017

BS Healthcare Management

Harris Stowe State University, St. Louis, MO 2016

AREAS OF EXPERTISE

- Strategic Planning
- Business Structure
- Business Development
- Business Operation

AWARDS

40 Under 40 Harris Stowe State University / 10.2019

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COMMUNITY INVOLVEMENT

Sigma Gamma Rho Sorority Incorporated

12.2018 - Present

United 4 Children St. Louis, MO - Board Member / 2018

Fundraising Committee

Housing Options Provided for the Elderly St.

Louis, MO - Board Member / 2018 Vice President of the Board & Fundraising Committee

St. Louis City & County Continuum of Care

St. Louis, MO / 2016 Membership Committee

Entrepreneurship Instructor Most Holy Trinity Catholic School - Created

and Execute Curriculum

Mentoring Facilitator

Most Holy Trinity Catholic School & Hawthorn Leadership Academy for Girl

EMPLOYMENT HISTORY

Behavioral and Social Sciences Adjunct

Professor:

Harris Stowe State University 2019 - Present

Nonprofit Management, St. Louis, MO

Executive Director, Clinical Case 2007-2017

Positions held:

- Manager
- Lead Case Manager
- Grants Manager
- Residential Manager
- Housing Manager
- Program Supervisor

ARTICLE PUBLICATIONS

- Real State & Charity: Better Together 2020
- B2B, B2C and B2G For Scaling 2020
- Your Brand is your Company's Brand 2020
- If Data is King, Reporting is Queen 2020
- Operating Like a Well Oiled Machine 2020
- Automate It and Forget It 2020
- Nonprofit Board Development 2019
- Nonprofit Fund Development 2019
- Nonprofit Data Management 2019
- Nonprofit Capital Campaign Development 2019
- Nonprofit Marketing and Advertising Development 2019
- Nonprofit Network Development 2019
- Nonprofit Compliance Development 2019
- Nonprofit Communication Development 2019
- Nonprofit Strategic Plan Development 2019
- Nonprofit Program Development 2019
- Nonprofit Business Plan Development 2019
- Dear 1st Generation Everything, Keep Going 2019
- International Business is Attainable for Entrepeneurs 2019
- Don't Just Write The Grant, Educate the Entrepeneur While
- You're At It 2019
- The Business of Nonprofit Organizations: Need, Data &
- Outcomes 2019
- Building Social Entreprises and Hybrid Models 2018
- The 501c3 Need for PMP's 2018
- We Are the Next Generation of C-Level Management :
- Frightening Isn't it 2018

HIGHLIGHTS

- Current Certified Nonprofit Consultant
- Skilled in curriculum design and execution
- Current Certified Management Consultant
- Knowledge of multiple subjects areas
- Skilled in assessment and evaluation creation
- Ability to motivate groups for variouses purposes



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REFERENCES

1 Name: Yolanda Holton Phone: To Be Provided Email:yolandaholton14@gmail.com Position: Founder/CEO Company: Strategic Partnership Alliance of Greater St. Louis Relationship: Consulting Partner, Collaborator and Previous Supervisor Years Known: 4 2 Name: Julie Hercules Phone: To Be Provided Email: jahercules13egmail.com Position: Director of Programs Company: Hawthorn Leadership School for Girls Relationship: Partner for Step Team Program through Jazzmine Marie Nolan Foundation Years Known: 2 3 Name: Nicholas McDowell Phone: To Be Provided Email:nmcdowell@mht-stl.org Position: Director of Student Engagement Company: Most Holy Trinity Catholic School Relationship: Partner for Entrepreneurship and Step Team Programs through JMN Foundation Years Known: 6 4 Name: Lorna Davis Phone: To Be Provided Email:Idavis@mindmapmanagementgroup.com Position: CEO/Founder Company: Mind Map Management Group & amp; Mind Map Management Foundation Relationship: Marie Management Client for Hybrid Model Business Structure and Development Years Known: 2 **5** Name: Dr. Andre Smith Phone: 314-340-3366 Email: smithan@hssu.edu Position: Associate Professor Company: Harris Stowe State University

- Relationship: Supervisor
- Years Known: 1