

# Brennan Jennings

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Fayetteville, NC

frxday.com

## Experience

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### CREATOR

#### Multiple Music Industry Tech Products | Fayetteville, NC | 2021 – PRESENT

- Won the 2022 Measure of Music hackathon with a team of five other participants as decided by a jury of music industry experts by designing and pitching, SoundBae, a concert matching app
- Co-founded a growing website highlighting the best of New Music Friday by listening to a compilation of over 100 new releases specifically from small-to-medium sized artists weekly
- Created an app prototype that benefits listeners, musicians, and labels by diversifying revenue and encouraging mass streaming through artist-fan interaction

### BUSINESS DEVELOPMENT PROPOSAL COORDINATOR

#### AEVEX Aerospace | Fayetteville, NC | 2020 – 2021

- Spearheaded the cost-based proposal submission process, using Salesforce to track millions of dollars in opportunities
- Identified industry trends and made strategic recommendations by qualifying leads resulting in new customers and lines of business
- Trained and supervised a new hire with no sales and business development experience while working remotely

### BUSINESS DEVELOPMENT CONSULTANT & FREELANCE PHOTOGRAPHER

#### BJMGMT | Fayetteville, NC & Alexandria, VA | 2019 – 2020

- Advised a country music organization on a grant submission by revising language and strategy to focus on a specific community resulting in \$30,000 from the city council for their upcoming music festival
- Assisted former mentor with contracts for their new company by providing business intelligence analysis
- Created photography that was featured in exhibits, magazines, and books and was used for promotional purposes by restaurants and apartments in the Washington, DC area

### BUSINESS DEVELOPMENT & PROGRAM MANAGER

#### Pax Mondial | Alexandria, VA | 2018 – 2019

- Exceeded KPIs by winning over \$2 million in contracts from the federal government by managing the sales and proposal process
- Saved the company over \$40,000 a year by identifying and ending unnecessary expenditures while playing a key role in developing the long-term strategy of the business with the C-Suite
- Led business development for a remote, start-up company after the departure of previous supervisor despite limited training and no previous experience resulting in successfully winning a prime USAID contract

## Education

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### Hamilton College

BA in Government & American Studies with Honors, 2012-2015 (Graduated Early)

Organizations: Chair of the Independent Music Fund, Staff Writer for The Daily Bull, Photo Editor for The Spectator

## Skills

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- Salesforce and Sharepoint
- Adobe and Microsoft Suites
- Google Analytics
- Proposal Writing and Management
- Sandler Sales and Shipley Method Training
- Proficient in Multiple Languages