**Brian C. Waller**

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# Education

## Colorado State University

**Bachelor of Arts in Communication** (2003)

**Professional Summary**

 Leader with 10 years plus of experience in business development, marketing, event planning, project management, sales, and strategic planning.

 Demonstrated ability to forge relationships with key stakeholders to achieve awareness and motivate action.

 Proven talent in creating and nurturing relationships with executives, leaders and employees of all levels across business units and geographical locations.

 History of managing organizational change.

 Strong track record of creating and executing strategic plans on multiple platforms to internal and external

stakeholders including media, employees, constituents, executives, and community-at-large.

 Great written and oral communication skills for a variety of formats including formal and informal presentations.

# Experience

## President (September 2014 – Present)

**Technology Association of Iowa**

 Represent the Technology Industry in Iowa

 Drive legislative policy efforts for the Technology industry in Iowa.

 Foster Diversity within the Iowa Technology Industry

 Develop a pipeline of technology workforce in Iowa

## Manager of Information Technology Business Development (September 2011 – 2014)

**Iowa Economic Development Authority**

 Represent Iowa at national and local technology conferences

 Act as a conduit for Iowa entrepreneurs and Tech start-ups

 Travel statewide and meet with companies to provide assistance for growth

 Represent IEDA on the Iowa Public Radio show *River to River* to speak on the topic of Technology in Iowa after Facebook announced plans to invest in Iowa

 Set up a meeting for Iowa Governor Terry E. Branstad and Pinterest founder Ben Silberman

 Presented to the Kaufman Foundation in Kansas City on tech startup culture in Iowa

 Lead the states effort to increase awareness of the Iowa technology ecosystem at the South by Southwest conference in Austin, TX

 Assisted over 60 companies to receive traditional and innovation funding awards from IEDA

## Executive Director (February 2010 – September 2011) Des Moines Downtown Chamber of Commerce

 Increased membership by 40%

 Created an interview series “The Journey” with Principal Financial Group, Iowa Public Radio, and Journalist Michael Gartner

 Made connections that count for Chamber members and businesses

 Brokered a deal with Bankers Trust and Downtown Chamber to run Downtown Gift Card

 Lobbied on behalf of Downtown Des Moines businesses at the Iowa State Capitol

 Attended the Greater Des Moines Washington D.C. trip representing Downtown Des Moines

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## Special Projects Manager (2004-2010) Science Center of Iowa

 Built relationships with Science based industries across the state to engage kids with STEM

 Spoke on behalf of SCI for media interviews and community events

 Created partnerships to showcase exciting STEM careers. For example Virtual Realty Center at Iowa State University teaching kids the technology behind building video games

 Created programming to engage young professionals

 Lead the SCI team in planning exhibits and programming

 Engaged community partners in traveling exhibits hosted by SCI in Des Moines



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