



# TIM BRAND

FOUNDER AND EXECUTIVE LEADER, MANY HANDS

*Visioneer, dedicated to helping people release their God-given talent to be love in action.*

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mh4h.org/standing

## EDUCATION

**Masters, Business Management,**  
*University of Phoenix,*  
*Graduated 2006,*  
*Magna Cum Laude*

**BA, Computer Information Systems,**  
*Central College, Graduated 2002,*  
*Cum Laude*

## INTRODUCTION

Tim Brand is the founder and Executive Leader of Many Hands for Haiti (Many Hands). Starting the organization in 2008, Many Hands now manages the distributions of 1.5 million meals per year, has built three schools, assists over 1,200 children a year to attend school, has rebuilt 60 homes and installed cement floors in over 850 homes, operates an agronomy technical school with a commercial farm, and hosts over 30 short-term mission teams from around the U.S. per year.

While at Many Hands, Brand started for-profit businesses to resource the nonprofit work, with 22,000+ square foot retail stores called Many Hands (Thrift) Market in Des Moines, IA, and Spencer, IA, selling secondhand and fair trade items. In addition to funding the work in Haiti, Many Hands also gives over \$20,000 a year to local nonprofits to do great work in communities in Iowa. Brand first went to Haiti after his senior year of high school and brings 20 years of in-country experience, as well as holding a Masters in Management.

Having traveled extensively for business, he has worked in 46 states and 20 different countries, with previous experience in global strategies, global account management, IT management, and financial planning.

A frequent speaker at events and conferences, he influences multiple regions across the U.S. and Haiti to bring life-transformation to be love in action, wherever people are located.

## EXPERIENCE

### **MANY HANDS FOR HAITI**

*Executive Leader- 2011-Present*

As Executive Leader, Brand is the chief vision-caster for Many Hands, managing multiple projects, teams, and partnerships across the United States and Haiti, sharing best-practices to better steward resources for life-saving initiatives. Brand manages a staff of 72 employees. He provides day-to-day leadership in all areas of the organization including, but not limited to, operations, marketing, fundraising, strategy, financial integrity, budgeting, HR, partnerships, and trip coordination.

- Growth of the organization to over \$2 million operating budget per year.
- Strategic development of one and three year plans, both in U.S. and Haiti.
- Construction oversight of multiple projects in Haiti, including school buildings, hospital buildings, and dormitories.
- Establishment of a school scholarship program, with over 300 kids enrolled.
- Fostering multiple partnerships across the U.S. and in Haiti to drive organizational goals.
- Board development and leading of bi-monthly meeting.
- Short-term trip leader for multiple trips into Haiti.

### **MANY HANDS FOR HAITI**

*President, Board- 2008-2011*

As founder of Many Hands for Haiti, Brand established programs in youth development, spiritual development, economic development, ethical feeding programs, clean water initiatives, and health-care support.

- Visionary and implementer of launching plans.
- Board oversight, with leadership of quarterly meetings.
- Direct report management of staff in Haiti.
- Financial oversight, including fundraising, expense control, and budgeting.
- Short-term trip leadership and coordination.

### **MANY HANDS MARKET**

*Founder and President - 2013-Present*

27,000 square foot & 22,500 square foot high-quality, secondhand and direct trade stores, with 100% of profits supporting local and global nonprofit work. Locations in Spencer and Grimes, IA.

- Founder and chief visionary for the concept of the stores.
- Strategic management, including business plan and plan implementation.
- Capital management, including obtaining needed funding to build and start the stores.
- Financial oversight, including monthly sales and expense oversight.
- Managerial oversight, including managing store leadership.
- Revenues grown to \$1.2M.

### **THE MANGO TREE**

*Founder and President - 2014-2017*

High-quality frozen yogurt for good, with 100% of the proceeds funding programs for the impoverished people of Haiti. Locations in Pella and Oskaloosa, IA.

- Founder and chief visionary for the concept of the store.
- Strategic management, including business plan and plan implementation.
- Store build-out management, including space redesign and construction management.
- Capital management, including obtaining needed funding to build and start the store.
- Financial oversight, including monthly sales and expense oversight.
- Managerial oversight, including managing store leadership.

### **VSR FINANCIAL SERVICES**

*Registered Representative- 2011*

- Captured \$2.5M in assets under management in first 10 months
- Worked with multiple private placements investment companies in the real estate and energy segments.

### **VERMEER CORPORATION**

*Business Segment Manager - 2008-2011*

- Set and executed Global EV product and sales strategy, representing \$120 million in sales revenue annually.
- Strategized development of product lines for international markets.
- Developed regionalized international business plans to drive regional specific results.
- Executed sales plan with regional sales offices in Europe, Asia, and South America.
- Forecasted sales for domestic and international dealers across 40 product lines.
- Set sales goals and stocking expectations for domestic and international dealers.
- Developed environmental retail and wholesale sales programs.

*Global Account Manager - 2006-2011*

- Managed clients of six Global Accounts, representing \$9.9 million in sales revenue annually.
- Increased sales with largest account by over 75% in two years.
- Negotiated contracts with two Fortune 500 companies.
- Captured over \$1M worth of new sales from a strong competitive account.
- Performed regional sales meetings with dealership and customer personnel.
- Presented engineering with data for product enhancements from customer meetings.
- Traveled internationally in Europe and Latin America.
- Coordinated and performed demos with dealerships and customers.
- Exhibited product at trade shows domestically and internationally.

### **GOALSETTER SYSTEMS, INC**

*Territory Sales Manager - 2004-2006*

- Reported to CEO, responsible for 40 residential dealers and 30 institutional dealers, representing \$4 million in sales revenue annually.
- Developed new sales strategies to capture additional market share.
- Built and maintained relationships with new and existing dealers.
- Visited dealers quarterly to conduct dealer scorecard evaluations.
- Trained dealer sales and support staffs on product and sales knowledge.
- Created and implemented nationwide institutional sales strategy.