

Randy Braun, MBA

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Teaching Experience

University of Denver – Denver, CO

Adjunct Professor of Marketing (2017-Present)

- Taught Marketing Concepts in the Professional MBA Program.
- Currently teach International Marketing and Introduction to Marketing in the undergraduate program.

Metropolitan State University of Denver- Denver, CO

Affiliate Instructor of Marketing (2007-2016)

- Received the 2010 International Gold Key Award for Excellence in Teaching.
- Regularly received student evaluations in the 5.2-5.7 range (6-point scale) versus a department mean of 4.9.
- Developed a relationship with the Denver Small Business Development Center, with them providing actual “clients” for which students create and present marketing plans
- Successfully taught a wide range of classes: Principles of Marketing, Direct Marketing, B2B Marketing, New Product Development, International Marketing, Sales Management, Advertising Management and Promotional Strategies

Arapahoe Community College- Littleton, CO

Affiliate Business Instructor (2004-2005)

- Received student evaluations as high as 4.9 (5-point scale)

Education

Regis University- Denver, CO

Master of Business Administration-Marketing Strategy 1999. 3.6 GPA

University of Wisconsin- Eau Claire, WI

Bachelor of Business Administration–Marketing. 1978

Current Professional Qualifications

President- The Small Business Marketing Academy-Denver, CO. (www.TheSBMA.com) (2/16 to present). Professional speaking and consulting.

- Professional member of the Colorado National Speakers Association

Past Professional Qualifications

- Contracted with *National Seminars* (Kansas City, MO) to do over 100 full-day public seminars on marketing all over the United States. (2005-2006)
- Worked in sales management for four radio stations (1986-1990) including National Sales Manager of KOA Radio in Denver. Responsible for recruiting, training, and motivating local salespeople as well as managing the efforts of an independent national sales force.
- Did extensive sales training of retail salespeople while working as a Sales Counselor for the General Electric Company.

Other Achievements

- Built a multi-million-dollar commercial real estate portfolio
- Founder and President of *Rocky Mountain Vending*. Owned and operated over 500 bulk vending machines along Colorado's Front Range. (1990-2001).
- Received the 2009 Volunteer of the Year Award while serving on the Board of Directors of Anchor Center for Blind Children

Work History

- Owner/President- The Small Business Marketing Academy- Denver, Co
- Owner/President – The Braun Group (Commercial Real Estate Investment) – Denver, CO (1995-Present)
- Owner and President- Rocky Mountain Vending- Denver, CO (1990-2001)
- General Sales Manager- KNLN/WHBO – Tampa Bay, FL (1988-1990)
- National Sales Manager – KOA/KOAQ- Denver, CO (1986-1988)
- National Sales Representative – Major Market Radio – LA, CA (1981-1986)
- Sales Counselor- General Electric-Major Appliance Division- Kansas City, KS and Los Angeles, CA (1978-1981)