



Presenter:

David Powell

Partner and Chief Operating Officer,
Federal Business Council, Inc.

Work Experience:

- Executive Sales, Pierce Leahy Corporation

Education:

- B.A. Geography, University of Maryland, Baltimore County

Memberships/Awards:

- Frequent guest, "Amtower Off-Center" radio show
- Regular speaker, Government Marketing Summit
- Featured interview in the "Government Market Best Practices" training program
- Cited in "Federal Computer Week", "Direct Marketing Magazine", "Black Enterprise Magazine", "One" and other industry related publications
- Board Member, Government Marketing Forum
- Chair, Howard Hospital Foundation
- Board Member, Howard County General Hospital, a member of Johns Hopkins Medicine

Presents

The Raymond V. Haysbert, Sr. Entrepreneurship Lecture

Back to Basics....How to Build a Successful Business

It always comes back to basics. Have a great product. Have a great sales force. Have a scalable structure. Create a unique and memorable customer experience. Take care of your customers and your employees. Build a culture that rewards performance. Communicate. Sounds straightforward, right? But how do you DO all these things?

Come listen to alumnus David Powell talk about his journey to become a successful entrepreneur after a 10 year sales career. David became a partner in the Federal Business Council, Inc. (FBC), which produces mission specific conferences and events for the Department of Defense, Federal Agencies and the Intelligence Community. By combining strong sales and marketing with a scalable business structure, FBC, with the help of their talented team, has experienced exponential growth over the past 10 years.

You need more than a good idea to succeed. You need a good team as well. So whether your goal is to start your own business one day, or to be an intrapreneur within an existing company, come find out what really matters in building both a successful business and career.

February 28, 2011

12 - 1 p.m. • Commons 331

Contact Vivian Armor at armor@umbc.edu for more information or visit us at www.umbc.edu/entrepreneurship/speakers.

Speaker Series

The Entrepreneurship Speaker Series provides a monthly platform for successful entrepreneurs to candidly share their experiences and insights with UMBC students, faculty, staff, alumni, and the Baltimore business community. The series highlights experiences, lessons learned, and unique issues and challenges faced by entrepreneurs in the creation of a new enterprise.

Co-sponsored by the College of Arts, Humanities and Social Sciences

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