

# Jordan H. Allen

1922 High Street | Vancouver, WA 98661  
(360) 512-7514 | jordanallen@gmail.com

## Vice President of Business Development

Transportation industry expert whose ability to transform operations, lead teams, and form strategic partnerships has delivered consistent success for multiple companies. Connector, trust builder, and customer ambassador with a reputation for challenging the status quo while generating unrivaled sales and revenue growth.

### Leadership Success Highlights

- **Strategic Sales Growth** – Rapidly drove sales gains from \$3 million to \$25 million in North America for JRW Transit by tapping new markets, showcasing solutions within the market segment, and working with government officials on the local, state, and national level in both Canada and the United States.
- **Corporate Development** – Transformed and expanded the corporate presence and reputation of JRW Transit in the United States after the launch of a flagship project with Broward County Transit, designed to bolster name recognition as a recognized competitor in the transportation industry.
- **Technology Initiatives** – Transformed Longroad Transit by launching innovative technology initiatives, improving on-time performance, decreased no-shows, and enhanced customer experience.
- **Human Resources & Recruiting** – Revitalized JRW Transit core team by recruiting exceptional talent in business development, vendor management, and project management; visualized results and executed plans.
- **Presenter** – Chosen to present at multiple state and national associations and facilitate roundtable discussions on cutting-edge and emerging topics in the transportation industry.

### Executive Assets

- Business Strategy
- Compliance Direction
- New Business Development
- Profit & Loss Management
- Operations Management
- Client Relationship Building
- Business Reengineering
- Logistics Planning
- Strategic Partnerships
- Performance Improvements
- Technology Implementation

### Professional Experience

JRW TRANSIT, Griffin, GA

2010–Present

#### Vice President of Global Business Development & Government Affairs

Recruited by the Chief Operating Officer to direct global business development and government affairs for leading provider of technology solutions for the public transportation industry on five continents generating \$25 million in annual revenue.

- Spearhead efforts with colleagues in delivery, support, and project management to build rock solid relationships with customers and deliver complex intelligent transportation system projects.
- Establish and foster strategic partnerships with vendor base to create the necessary individualized tools and products to win and deliver specific contract requirements.
- Won American Public Transit Association (APTA) 2015 AdWheel Award, First Prize in Video Presentation for “Get on board, We’ll get you there” campaign.
- Launched relationship and sales cycle tracking using Salesforce.com and trained sales team in its use.
- Secure continuous pipeline of upcoming projects by keeping an eye on upcoming opportunities and positioning the company with available resources and connections to match the specifications.
- Steered negotiations for vendor partners, clients, and employees for all North American ITS projects.
- Direct and lead oversight of RFP/RFQ process from inception, relationship building, and proposal process to contract negotiation and administration.

## Professional Experience

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TRANSPORTALL SOFTWARE GROUP, Harbor, WA

2007–2010

### Senior Transit Solution – New Business Development

Recruited by company president to business development initiatives for company that creates, delivers and supports software solutions and services that make it easier for transportation agencies, schools, taxi companies and non-emergency medical transportation providers to manage their complex, day-to-day business operations.

- Headed and directed new business development for United States territory west of the Mississippi through building strategic partnerships with transit properties, national associations, and government officials at all levels to create customer systems designed to deliver long-term solutions, successfully achieving sales revenues of \$20 million annually.
- Performed Operational Reviews at client sites to promote development of long-term technology plans.
- Collaborate in educating existing clients as well as prospective clientele to find resources and opportunities to write and apply for federal grants.
- Participated and presented technology topics at state and industry conferences to maintain company name recognition while also expanding relationships with key decision makers.

LONGROAD TRANSIT SERVICES, INC., Corsiana, TX

2006–2007

### Project Manager

Recruited by Longroad to manage multiple facets of paratransit services throughout Archer County, Texas, including human resources, operations, accounting, maintenance, and customer service.

- Held P&L responsibility for division and managed accounting functions, which included payroll, accounts receivable, accounts payable, budget development, and forecasting.
- Recruited, screened, and hired quality employees to ensure full effective staffing of the operation.
- Ensured contract compliance with the Transit Authority while also implementing new monthly public forums to allow interested parties the opportunity to voice concerns about company services, improved public perception of Longroad Transit, and positioned the company in a better light for new contract awards.
- Administrator of drug & alcohol policy and EEO program.

## Early Career Profile

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**General Manager** | COPPER CARE-A-VANS, INC., Salt Lake City, UT | 14 years

**General Manager** | COPPERLAND CHARTER, Salt Lake City, UT | 2 years

## Professional Organizations

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**Member**, American Public Transit Association (APTA) & various APTA committees

**Member**, Community Transportation Association of America

**Past Board Member**, Utah Rural & Paratransit Providers

**Member**, Various State Transportation Associations

## Technology Snapshot

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Salesforce.com | Microsoft Office: Word | Excel | PowerPoint | Outlook | Project

## Education

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**Bachelor of Science – Business Administration**

UNIVERSITY OF WASHINGTON – SEATTLE, Seattle, WA