

AREA COMMISSION APPOINTMENT FORM

The Department of Neighborhoods maintains the database for the Area Commission members in the City of Columbus. The information on this form is used to process the Mayor's appointment and ensure timely and accurate distribution of meeting notices, training opportunities, and other City activities. **Please complete all sections of the form with information about your recently elected/appointed commissioner within seven (7) days of the election/appointment. After completing and signing this form, please return it, along with the appointees resume and/or biography to your Neighborhood Liaison via email.** Please contact your Neighborhood Liaison with any questions or comments.

Please Type

Area Commission Name	Near East Area Commission	
Please check appropriate box	New appointment <input checked="" type="checkbox"/> Reappointment <input type="checkbox"/>	Are there changes to this information? Yes <input type="checkbox"/> No <input type="checkbox"/>
First Name	Tawana	
Last Name	Owens	
Title (i.e. officer / commissioner)	Commissioner	
Address	31 Miami Ave.	
City	Columbus	
State	OH	
Zip Code	43203	
Home Telephone	614-253-4388	
Work Telephone	N/A	
Email Address	Tawanaowens226@gmail.com	
District/Designation	Education at large	
Term Start Date	July 1, 2021	
Term Expiration	June 30, 2024	
Seat Succession	Patricia Dismon	

Area Commission Chair Signature 

*****ALL SECTIONS OF THIS FORM MUST BE COMPLETED*****

DISCLAIMER: all information and materials that you submit in support of your appointment as an area commissioner are subject to Ohio Public Records Law

Tawana Owens
31 Miami Avenue
Columbus, Ohio 43203
614.290.6834
tawanaowens226@gmail.com

SUMMARY

Resourceful, innovative and quality driven Business Development Executive with over 26 years of experience in delivering market-leading customer experience, business excellence and financial return through quality-oriented solutions. Ability to build effective relationships and strive for customer satisfaction with a primary focus on achieving company objectives.

C-Suite Executive experience	Cold-calling	Market Analysis/Reporting
Revenue growth	Sales Forecasting	Sales Targets
E-Commerce Solutions	Board Leadership training	CRM

SKILLS/TRAINING

Salesforce, Contract Negotiations, RFP, REDI, Advanced Account Strategies, Consulting Selling, Microsoft Office Suite, PeopleSoft, Oracle Sales Forecasting, Total Quality Management, E-Commerce Solutions selling with emphasis on Airfreight. Working knowledge of WMS, TMS, CRM and SAP systems

HIGHLIGHTS OF QUALIFICATIONS

- Quality driven Account Executive with over 25 years of highly successful sales experience.
- Excellent leadership and Communication skills with a strong knowledge of the logistic & E-Commerce industry
- Responsible for developing and facilitating the implementation of leading-edge supply chain solutions, while researching and identifying a pipeline of potential clients.
- Provides needs assessments to determine the best logistic program and overall solution to maximize profitability for existing and potential customers.
- Systematically review revenue and volume commitments made by current customers.
- Ability to establish and maintain effective relationships with internal and external major global customers, such as, integrators, freight forwarders, 3 PL's, couriers, and vendors.
- Monitors marketplace conditions and adjusts strategies to drive revenue through appropriate use of business alliances; works closely with business partners to ensure end users a reliable and cost-effective delivery network.
- Knowledge of account acquisition and sales practices sufficient to develop and implement sales strategies and tactics to maximize international and domestic revenue.
- Experience in researching and analyzing competitive marketplace conditions and industry trends that impact potential national and international revenue account opportunities.
Strong ability to communicate orally and in writing to provide technical guidance, negotiate business terms, develop sales promotional material, and make presentations to customers, team members and management.
- Highly organized with excellent time management, managing numerous contacts including scheduling, follow up, and establishing frequent points of interaction.

COLDWELL BANKER, KINGTHOMPSON

Columbus, Ohio 2016-present

Real Estate Consultant

- Provide financial information and analytical data to the potential buyer or seller
- Discuss costs of maintaining residence and possible renovations with client.
- Determine best method of purchase and review financials.
- Seek out acquisition targets and grow book of leads.
- Facilitate acquisition transactions for Government Agencies
- Work with legal departments to ensure purchase is legal and binding.
- Create and cultivate relationships with buyers and sellers for future purchases and transactions.
- Inspect properties thoroughly and identify possible repairs.
- Act as an intermediary in negotiations between buyers and sellers over property prices and settlement details, and during the closing of sales.
- Compare properties with similar properties to determine fair market price.
- Work with loan officers, attorneys, and agencies to complete purchase.
- Arrange for financing.

Accomplishments

- ✓ **3 closings my first 60days**
- ✓ **Completed Fast Track**
- ✓ **1 million Dollar Club 2018**
- ✓ **5 million Dollar Club 2019**

FEDEX SERVICES**(Buffalo, NY & Columbus, OH)****1990 – 2015**

FedEx Corp. provides customers and businesses worldwide with a broad portfolio of transportation, e-commerce, and business services

Business development Executive/Major Account Executive/Senior AE

- Responsible for leveraging FedEx suite of services to include; international, parcel, ground, LTL, cross border and express services.
- Successfully developed and implemented logistic Solutions for companies with potential transportation revenues between \$180k and \$30million annual revenues
- Responsible for Continuous learning on the job (i.e. new product courses, sales strategy courses to name a few, which resulted in improved performance and out of the box thinking.
- Responsible for understanding what drives my existing and potential customers by identifying patterns and processes.
- Managed bid follow up and consulting on complex orders
- Worked closely with Third party logistics (3PL) companies and integrators to assist them in meeting the needs and demands of their existing and potential customers.
- Territory \$25M international \$100M domestic revenue and growing.
- Developed relationships with Corporate level executives assisting them in the development of innovative solutions that improved operational efficiencies and increased profit margins.
- Led teams in operations and other FedEx divisions in planning, retention and implementation of strategic plans designed to retain, penetrate and acquire multi-million dollar contracts.
- Successfully implemented strategic projects for my top ten Accounts. Increased overall targets by 15%
- Achieved revenue generation and productivity improvement objectives via various solutions and technologies including; web, pricing, finance systems and Labor reduction resulting in a cost savings of over \$ 10M for my top 20 accounts.

Accomplishments

- ✓ *Achieved 100% + Quota 1990-2009, 2011-2013*
- ✓ *2001,2008 and 2009 Presidents Club, Ambassadors club 2012*
- ✓ *Team of Excellence 2010-2013*

HONEYWELL INC – COMMERCIAL BUILDING GROUP Akron, Ohio**1988-1990**

Honeywell is a an American Fortune 100 multinational conglomerate company that produces a variety of commercial and consumer products, engineering services, and aerospace systems for a wide variety of customers, from private consumers to major corporations and governments.

Building Operations Consultant

- Acted as primary customer interface responsible for the development of new business and new relationships in pursuit of growth for Honeywell Building Solutions
- Responsible for marketing Honeywell HVAC products and services.
- Established plans and developed strategies aimed at serving and expanding the customer sales base
- Leveraged resources to address customers' drivers and initiatives;
- Guided and leveraged management and executive sponsor interactions with new customers
- Designed Environmental Control programs
- Prepared and presented formal presentation to the Healthcare Industry

EDUCATION

BS in Business Administration-, The Ohio State University

COMMUNITY INVOLVEMENT

Trustee for Olde Towne East Association 2004-2010

Home Tour Chair, OTENA 2003-2009

The OSU African American Alumni Board Member 2012- Present

Sigma Gamma Rho Sorority Inc. President 2012-2016

National Panhellenic Council President