

# Francie Saunders, MBA

Fort Collins, Colorado • francie.saunders@gmail.com • (901) 606-2136 • [Website](#)

## WORK EXPERIENCE

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### Development Coordinator

*Kim Caldwell Consulting, LLC*

**Remote**

*March 2020 – present*

- Facilitate communication coordination, donor and client relations, new business management, grant writing, and creation of reports and presentations to aid in fundraising and development goals.

### Business Development Consultant

*Francis Saunders Solutions*

**Fort Collins, CO**

*October 2020 – present*

Conducted market research and developed business plans and communications

- Cquester Analytics, LLC (May - November 2021)
  - Aiding group of leading researchers in soil carbon sequestration science in the ideation, foundation, formation, and development of their business model and commercial lab facility and build sustainability into the organization. Led weekly progress reports and meetings.
  - Created strategic documents from business plan to pitch decks and conducted extensive research to aid in the formation of the organization and assist in fundraising efforts
- Power Line Sentry, LLC (May - June 2021)
  - Collaborated with executives to understand business needs and conduct market research.
  - Generated comprehensive, strategic documents to guide organizations to take advantage of opportunities to make greater impact and addressed progress bi-weekly.
  - Improved fidelity of market opportunity data analysis by enhancing data collection and management.
- Factor[e] Ventures (March - May 2021)
  - Developed and executed marketing, communications, and PR plans for the venture-builder with over 20 portfolio members and an influential player in accessing venture capital funds for ground-breaking ideas for the organization and its portfolio partners.
- Nutri4u2, LLC (November 2020 - March 2021)
  - Aided small business in holistic health consulting and guided the processes required to establish the corporation, form business plan, market offerings, and launch operations.
- In-Situ, Inc. (October - December 2020)
  - In a focused research position over the span of 3 months, I collaborated with the Business Development Manager and conducted a secondary research assessment of an under-documented market. Completed a market report to support executive strategy on entering a growing and competitive market & proposed next steps for the company based on findings.

### Startup Business Plan Consultant

*ThinkLions, LLC*

**Remote**

*June 2021 – November 2021*

- Managed, designed, wrote, and presented strategic and comprehensive documents and plans to support the scalability of startup companies in the realm of digital software and mobile applications
- Developed and cultivated relationships with both new and existing clients through effective communication and interpersonal skills.

## EDUCATION

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### Colorado State University

*MBA in Global Social and Sustainable Enterprise, GPA 4.0*

**Fort Collins, CO**

*December 2020*

- Graduation Class Speaker, Graduate Student Assistant, Founder of Social Venture Ubiquitous

### University of Colorado Boulder

*BA in Ecology and Evolutionary Biology, Minor in Business Innovation, GPA 3.8*

**Boulder, CO**

*May 2017*

- Graduated With Distinction, Teaching Assistant, Studied Wildlife Conservation and Political Ecology in Tanzania in 2016, Studied Ecology and Evolution on the Galapagos Islands in 2017.

## SKILLS & INTERESTS

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Project Management | Collaboration | Writing, Research, Reporting | Client Relations | Communication | Leadership | Creative Problem Solving | Critical Thinking