

ADAM STEEN

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CAREER SUMMARY

Expert at business development with strengths in forming professional relationships, building synergistic networks, identifying strategic needs and facilitating valuable connections. Focus on assisting small- to medium-sized private companies with gaining access to key people and resources to grow and increase value. Creative, energetic, problem solver with the ability to develop and coordinate events that contribute to participants' success.

PROFESSIONAL EXPERIENCE

Transition Capital Management, LLC

WEST DES MOINES, IOWA

2004-PRESENT

Principal

Generate business leads and develop potential clients through networking, business development, speaking and mentoring activities.

- Provide high-caliber information and advice to small businesses and entrepreneurial-minded individuals through the creation and coordination of Shaping Your Business Destiny seminar series and SEMEE (Society for Entrepreneurial-Minded Executives).
- Deliver value-packed content on capital raising, entrepreneurship and leadership to young professionals through presentations at conferences and universities, including, but not limited to, the YP Iowa Conference, Iowa State University, Drake University and Grandview College.
- Cultivate a Minority-Owned Business Enterprise and two Female-Owned Business Enterprises through a curriculum that helps them reach a point of sustainability.
- Prepare the next generation of entrepreneurs for success through developing mentorship programs in collaboration with Drake University and the University of Iowa, acting as an industry advisor for the Association of Business and Industry - Business Horizons program and judging at the University of Iowa Venture Capital Fair.
- Facilitate innovative idea generation through organizing and participating in focus groups, including, but not limited to, Indianola Town Square, www.usrodeosupply.com, Plymouth Church, and Hope Lutheran.
- Reach entrepreneurs throughout the state by blogging about small- and medium-sized business issues on IowaBiz.com.
- Connected hundreds of individuals through creating and co-developing speed networking events.

Country Insurance & Financial Services

MINNEAPOLIS, MN

2003-2004

Insurance Salesman

Formed a strong client base for insurance and financial services sales through managing an active network of young professionals.

- Supported the local small business community by coordinating several networking groups.

Philadelphia Phillies

PHILADELPHIA, PA

2002-2003

Professional Baseball Player

Contributed to the success of a minor league team as a pitcher.

- Performed consistently in high-pressure situations.
- Collaborated with teammates from a wide variety of backgrounds.
- Built upon four years of playing for Minnesota State University.

FORMAL AND CONTINUING EDUCATION

Minnesota State University

MANKATO, MN

2003

Major: Marketing; Minor: Business Administration

Bachelor of Science

Leadership Iowa

DES MOINES, IA

2007-PRESENT

10-month leadership course sponsored by the Association of Business and Industry

BOARD PARTICIPATION

YP Iowa

Central Iowa

2007-PRESENT

Board Member: Organization focused on becoming the go-to resource for young professionals information. Key involvement in YP Iowa and ABI Foundation merger.

Volunteer Activities

Indianola Downtown Development Group

Brought in groups of speakers on five separate occasions to encourage collaborative success among businesses.

University of Iowa and Drake University

Contributed to the development and implementation of career mentorship programs for students at Iowa universities.

National Balloon Museum

Instrumental in the organization of "Christmas in the Air" 2006, while serving on the marketing committee.

Minnesota State University

Raised over \$30,000 to start the Dean Bowyer Scholarship.