

# MICHEL J. VOZ

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## Professional Experience

### PROJECT MANAGER

Northwest Hyperloop Working Group, Portland, OR

July 2014 to Present

- Strategize the group in their involvement with the Hyperloop project
- Prioritize work tasks using a Gantt chart
- Research and select potential investors to the project

### BUSINESS DEVELOPMENT - EUROPEAN MARKETS

Emerging Tech Accelerator (ETA), Portland, OR

March 2014 to May 2014

- Researched and analyzed the European startup community through accelerators/post accelerators and European startup associations
- Created connections with European startups in order to find energy saving solutions for American industries
- Developed strategies which lead to an easier and faster startup search suitable for ETA's Innovation Showcases

### BUSINESS PROFESSIONAL AND HIGH-LEVEL MARKET RESEARCHER

Sustainable Valley Technology Group (SVTG), Medford, OR

August 2013 to May 2014

- Build a comprehensive database of incubator/accelerator companies.
- Developed strategies to create partnerships with accelerators/incubators around the globe.
- Performed research on regional emerging industries and developments in the export trades in the State of Oregon with a specific focus on the EU.
- Research and selection of foundation centers that concentrate on business acceleration and/or economic development on a local, state, and national level.
- Grant writing to selected foundations.

### ANALYST

Rogue Nexus Consortium, Medford, OR

October 2012 to December 2012

- Completed a SWOT analysis of the consortium as part of a graduate practicum.
- Summarized my views on the Rogue Nexus approach.

### SALES & MARKETING CONSULTANT

Independent Agent, Vaux-Chavanne, Belgium

1994 to 2011

- Provided marketing services to a variety of startups and medium-sized businesses according to their needs and schedules ([www.michelvoz.com](http://www.michelvoz.com)).

- Conceived a marketing plan and promoted a new product to American troops which included researching market opportunities for sales to local bases. Used e-commerce as a selling tool. Initiated the project (<http://www.aircomics.com>).
- Doubled the membership of a non-profit air and ground ambulance service in three years (from 15,000 to 30,000). Represented the organization at various events as a public relations manager. Conceptualized and composed press articles, advertising material, targeted mailings, and promotional newsletters.
- Expanded the advertising market for a local radio station twofold in one year. Evaluated multiple factors to create advertising price quotes. Created a customer base. Conceived radio commercials for clients.
- Promoted a new concept of a Christmas tree stand and organized the sales of Christmas trees for a tree nursery. Coordinated the complete process, from the promotion to the delivery of stands and trees throughout Europe.
- Formulated marketing techniques for a home automation device company. Researched the market and competition. Arranged press articles.
- Surveyed the Belgian Flemish-speaking market through qualitative research in order to study the factors that lead to lower chocolate sales in that market. Summarized data in a report.

## GROUND SUPPORT

Abelag Aviation, Zaventem, Belgium

1991 to 2005

- Created and applied a research project which analyzed the market potential of the company as a refueling stop for business jets.
- Organized arrivals and departures of business aircraft landing at Brussels airport.

## Education

**Master's in Management;** Graduated June 14, 2013

Southern Oregon University, Ashland, Oregon

Cumulative GPA: 3.95/4.00

Thesis subject: International Trade in Oregon; A Definition of Export Trade Barriers and an Analysis of Export Agencies as Seen by the Oregon Business Community ([http://www.michelvoz.com/images/Capstone\\_Project\\_MV.pdf](http://www.michelvoz.com/images/Capstone_Project_MV.pdf))

Relevant coursework:

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|---|--|
| • Marketing non-profit and for-profit organizations | • Management Information Systems                 |
| • Organizational Leadership and Communication       | • Budget and Finance                             |
| • Strategic Management                              | • Coaching procedures                            |
| • Working with Emotional Intelligence               | • Presentation Skills for Professionals          |
| • Principles of Human Resource Management           | • Practical Research, Analysis & Decision-Making |
| • Business Law                                      | • Project Management                             |
| • Advanced Organizational Culture & Leadership      | • Business Research and Capstone                 |

**Bachelor of Arts in Business Administration - Marketing;** 1988

Southern Oregon State College (now SOU); Ashland, Oregon

## Skills

**Language:** Fluent French, Proficient Dutch

**Computer:** Experienced in Microsoft Word, Excel, PowerPoint, Movie Maker, Photoshop, and Qualtrics

**Cultural:** Lived 18 years in Africa, 22 years in Europe, and 7 years in the US