

Omar S. Muhammad

133 Dumbarton Road #B | Baltimore, Maryland 21212
Cell: (443) 739-8955
omar@improveandprogress.com

EDUCATION

University of Maryland, College Park, Maryland, **December 2015**
Masters in Technology Entrepreneurship

Morgan State University, Baltimore, Maryland, **May 1993**
Bachelors of Science in Accounting

PROFESSIONAL EXPERIENCE

Director

December 2003 – Current

Responsible for developing, fundraising and managing, initiatives around entrepreneurship in and around Morgan State University as well as provide assistance to small businesses throughout Maryland and nationally through the Department of Defense Mentor Protégé Program.

Entrepreneurial Development & Assistance Center @ Morgan State University
Baltimore, MD

Columnist

March 2017 – 2018

Providing entrepreneurs and budding entrepreneurs with resources to develop and grow their enterprise.

Baltimore Times Newspaper
Baltimore, MD

Columnist

October 2010 – Current

Providing entrepreneurs and budding entrepreneurs with resources to develop and grow their enterprise.

Baltimore Business Journal
Baltimore, MD

Entrepreneur

1982 -- Present

Finding opportunities and scaling to impact founders and communities.

Talk Show Host

July 1997 -- Present

Connecting entrepreneurs and budding entrepreneurs receive resources to build, manage and prepare their enterprise for growth.

NPR/Podcast
Baltimore, MD

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Trainer/Counselor

**Women Entrepreneurs of
Baltimore, Inc.**

May 2002 – December 2003

Taught over 100 students on the principles of entrepreneurship with the aim of creating a business plan within an 11-week training course. Other services to students included technical assistance with starting (focusing idea into product or service), operating (creating systems to better manage business), and growing (creative financing) their business through strategic relationships with local entrepreneurs and resource providers (government resources, attorneys, accountants, financial planners, insurance agents, bankers, etc.).

Vice President/Director

**Community Lending Group, an
Affiliate of the Development
Credit Fund, Inc.**

January 1998-2002

Baltimore, MD

- Management of a \$4,000,000 revolving loan fund.
- Duties included: Marketing the loan fund, underwriting new loan requests, collections & workouts, and reporting to the Empowerment Zone board of directors, the Development Credit Fund's board of directors, and to auditors.
- Created a technical assistance program to further help borrowers operate and grow their enterprise.

AFFILIATIONS

- *Morgan Entrepreneurship Alumni Chapter, President (Current)*
- *The Technology Development Corporation of Maryland, Board Member (Current)*
- *Greater Baltimore Leadership Grad, Class of 2006 and on alumni board (Current)*

PROFESSIONAL CONFERENCES ATTENDED

Name: Global Entrepreneurship Congress in South Africa. <http://gec.co/>

Role: Attendee

Year: 2017

Topic: Promoting entrepreneurial ecosystem

Name: International Business Innovation Association in Seattle, Washington, <https://inbia.org/>

Role: Workshop presenter

Year: 2017

Topic: Marketing Your Entrepreneurial Center

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Name: United States Association for Small Business and Entrepreneurship (USASBE),

Role: Panelist

Year: 2016

Topic: Minority Entrepreneurship: Best Practices, Centers, and Funding

Name: OFC Innovation and Entrepreneurship Program: Igniting an Entrepreneurial Mindset, a Thurgood Marshall Foundation event

Role: Mentor supporting collegiate makers and entrepreneurs

Year: 2016

Topic: Hackathon

Name: 30th International Business Incubation Conference

Role: Panelist

Year: 2016

Topic: Building New University Communities through Entrepreneurship and Innovation

Name: VentureWell Conference

Role: Facilitator and mentor for students

Year: 2016

Topic: #SecondChanceBmore: An Open Data-base of Resources to Better Reintegrate and Empower Returning Citizens to Baltimore City

Name: National Council of Entrepreneurial Tech Transfer (NCET2) University Startups and Global 1000 Conference

Role: Panelist

Year: 2016

Topic: University Startups at HBCUs

CERTIFICATION

- *John Maxwell Team.* An Independent Certified Coach, Teacher, Trainer and Speaker with The John Maxwell Team. Serves as a resources for entrepreneurs to busy executives.
- *Gallup Builder Profile Coach.* BP10 is Gallup's newest talents-based assessment. In 30 minutes, the BP10 identifies the entrepreneurial talents of students and adults. Coaches work with individuals or groups to help all use their entrepreneurial talents at work or within their business.

Family: Married and have four daughters who are entrepreneurial minded too and two granddaughters.

Mantra: Improving & Progressing!