



BIOGRAPHY

Brenan R. Hudgens

(B.S., MBA *pending*)

Sales, Munro & Associates, Inc.

Brenan began his career as an advertising intern at Auto-Owners Insurance in Lansing, Michigan while also attending college at Michigan State University and running the high hurdles on a full-ride scholarship. His duties included processing individual agencies' advertising invoices and contacting agencies about discrepancies in their files. After one year, Brenan became the first intern in the history of Auto-Owners to be offered an extension and a raise. He became the head of sports advertising and was in charge of contacting sports venues and teams, negotiating contracts for advertising space, selling the advertising opportunities to the agencies, and creating all artwork/scripts. Upon completion at Michigan State University, Brenan attended the University of Michigan – Flint to begin his MBA courses.

In 2011, Brenan became the plant manager of Morning Star Grain in Lennon, Michigan. During this time, he was in charge of all functions of the business and its employees. Brenan also created and negotiated futures contracts with farmers and traded grain commodities on the Chicago Board of Trade (CBOT).

In the summer of 2014, Brenan joined Munro & Associates as their first employee to be hired solely for sales and was initially assigned to the BMW i3 project as a way of learning more about the Munro business and methods. In October 2014, Brenan's role at Munro shifted to more of a marketing/sales focus. Some of his responsibilities include contacting companies who have expressed interest in Munro & Associates or Design Profit®, managing and mastering the implemented marketing tools (HubSpot & Salesforce), writing quotes and proposals for potential customers, and selling the various services/products that Munro offers. In March of 2015, Brenan achieved his Inbound Certification via the HubSpot Academy and is currently working on his HubSpot and HubSpot Design Certifications.

Brenan lives in Byron, Michigan with his wife Lyndsay. He is also actively involved in his community and his church, The Rock in Fenton. Brenan plays on multiple sports teams in many leagues, and also coaches kids' soccer. He teaches a 3&4 year old Sunday school class and is also a youth leader/counselor. Brenan has been blessed to be able to preach numerous times to the youth group and youth camps, as well as during the main church services.

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