

# M. Brett Jensen

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## Professional Experience

### ENTREPRENEUR - (2001 – Present)

- **Real Estate Development – Ensign Development Group**
  - Developed 160+ commercial real estate projects with companies such as Walgreens, Family Dollar, Dollar General, Tractor Supply, and Shopko throughout the United States.
  - Assisted multiple business owners in obtaining the financing and building of new or expanded facilities.
  - Controller for seven different companies, responsible for Financial Statements, project accounting and quoting, cash forecasting and budgeting.
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- **Controller - Equity Trust Foundation**
  - Fund Raising for a multi-million-dollar non-profit
  - CFO/Controller
- **Principle - Certeza Asset Management**
  - Member of the Investment Committee
  - CFO/Controller
- **Small Business Consulting – Jensco, Inc.**
  - Developed accounting processes and financial controls, including implementation of operating budgets.
  - Strategic planning including partnership structures, exit strategies, hiring practices, raising capital, and long-term financing.
- **Managing Partner – Farmer’s Market & Phillips 66**
  - Developed and implemented business and financial models for both Stores.
  - Trained management teams.
  - Directed and implemented financial reporting processes.
  - Negotiated the sale of both properties.

## **ADJUNCT PROFESSOR – Utah State University (2017-Present)**

- Developed curriculum and taught several upper level classes in the College of Economics and Finance

## **BUSINESS CONSULTANT – Allred Jackson (2011-2013)**

- Developed accounting processes and financial controls, including implementation of operating budgets.
- Strategic Planning including partnership structures, exit strategies, hiring practices, raising capital, and long-term financing.
- Acted as a transitional CEO for multi-million dollar women's clothing store, and over saw the growth from 6 stores to 13.

## **STORE DEVELOPMENT PROJECT MANAGER- Associated Food Stores (1998 – 2001)**

- Directed several departments and outside consultants in the development of new store projects.
- Oversaw entire development process from idea phase to store opening.
- Developed marketing plans and business models.
- Developed financial projections and banking packages
- Determined the market, operational and financial feasibility of new projects.
- Site selection.
- Negotiated real estate transactions.
- Managed the design and construction processes and schedules of new store projects.

## **RETAIL TRAINING AND EDUCATION MANAGER- Associated Food Stores (1997 – 1998)**

- Directed all aspects of the Retail Training Department including; needs analysis curriculum development, training presentations.
- Developed and taught a 30-hour Management Institute Program.
- Developed curriculum and trained in a variety of topics including Employment Law, Retail Operations, Hiring Practices, Leadership Skills, Shrink/Loss Prevention and Customer Service.
- Consulted in areas of Strategic Planning, Employment Law, and Retail Operations.
- Created Employee Policy Manuals.

## **EDUCATION**

Utah State University; **Masters of Business Administration**, (June 1999) 3.95 GPA

Utah State University; **BS Marketing Education**, (June 1996) 3.85 GPA

## **Certifications**

- State of Utah Real Estate License
- State of Utah Teaching Certification
- Black Belt Certified in Total Improvement Process Management
- Series Three Certification