

Andrew Willis, Director Small Business Development Center, Kaysville BRC

Andrew Willis has been the Director of the Small Business Development Center in the Kaysville Business Resource Center at the Davis Applied Technology College for the past 11 years. If you were to look at his calendar it is scheduled back-to-back with appointments. Andrew thrives in helping entrepreneurs create compelling business plans for financial institutions and investors. He has built strong relationship with local banks and credit unions to help their business clients prepare for financing. In 2014, he earned the Certificate of Technology Commercialization by the Institute for Technology Commercialization. He has over 40 years of Business Management experience, with small and large companies and companies preparing to go public. With his degree in Marketing, he has worked primarily in sales, marketing, merchandising and product development positions in multiple sales channels. In 1998, he founded an organization to help At Risk families in Amarillo, TX. In 2009 Andrew became Co-Owner of Naturally Chic LLC, dba Boop Baby, the largest cloth diaper location in the state of Utah.

Andrew's passion includes improving performance metrics through strategy development and execution, effective leadership and cross-functional teamwork and management. I love customer-centricity in all organizations and particularly those in competitive oceans. Strengths include trend and market analysis to better anticipate customer needs and creating creative and compelling solutions. He uses these skills to consult with and mentor owners and management of large and small existing businesses as well as startup entrepreneurs.

