

Jill Hathaway's degree in International Economics and a bank management background, allow her to focus on financials and sales projections to help her business clients grow. Growing up in a family masonry manufacturing business and holding sales positions throughout the Midwest with national footwear brands, Jill brought her entrepreneurial spirit to Kansas City in the late '90s, opening a progression of retail shoe stores. Not implementing the strategies she now understands and teaches, she closed her business in 2014.

After participating in the Entrepreneurial Mindset Training at Missouri SBDC at UMKC as a student, she was invited to join the team! As Senior Business Development Consultant with the Missouri SBDC at UMKC, Jill focuses on second stage business growth and scaling, applying learned principles and practices to help small and medium sized businesses reach their next level. Jill coordinates, manages and facilitates the center's growth and ScaleUP! KC programs, as well as several one-off topics like Leadership, Sales, Cyber Security, Critical Thinking and more. She is certified in ProfitCents Financial Analysis, LivePlan Strategic Planning, Blue Mesa Transformational Coaching, as well as facilitation of Kauffman's FastTrac New and Growth Venture, GrowthWheel Curriculum and ELI Entrepreneurial Mindset Training. Her specialties are Cash Flow analysis, Process documentation and HR performance.

Jill Hathaway is very involved in the Kansas City community as a Board Member for the past 5 years of the Economic Development Council Loan Board, past board member for NAWBO (National Association of Women Business Owners), as well as a preferred speaker for the Mid-Continent Library program. She mentors diverse small business owners and leads curriculum through her work with PorterHouse KC. Jill has been recognized as a Kansas City influencer from the International Association of Women, top award winner with Missouri's Business Development Programs in the areas of Client Satisfaction, Capitalization Generator, Top Trainer and Counseling Hours delivered. She has been awarded the Associated Industries of Missouri Extension Industry Award, recognizing an individual who demonstrates leadership in providing educational programs that support the economic viability of Missouri firms. Currently, she is on the Missouri SBDC team to lead funding partnerships statewide as part of the state's strategic initiative plan.