

# James Vasquez

**Pre-venture & Start-up Business Consultant, Small Business Development Center at  
College of Southern Maryland**



James Vasquez is a seasoned entrepreneur and business consultant with a track record of driving growth and innovation. As a certified Business Consultant at the Maryland Small Business Development Center (SBDC), he brings over 25 years of industry expertise to his work with startups, franchises, and established businesses. James also holds a Google AI Expert certification, which he applies to modernizing digital strategies for his clients.

Currently based in Southern Maryland, James operates his own marketing consultancy, where he advises clients across various sectors, including manufacturing, professional services, wellness/fitness, and digital products. Originally from New York, he has started and exited four successful businesses, giving him first-hand experience in scaling ventures and navigating the complexities of business development.

James' entrepreneurial career includes a broad range of expertise, from acquisitions and lead generation to operations and traditional as well as online marketing. His deep understanding of diverse business models has made him a trusted advisor to clients seeking practical strategies for sustainable growth.

Beyond his consulting work, James actively contributes to the business community through mentorship and development initiatives. He is committed to helping business owners overcome challenges and seize new opportunities, solidifying his reputation as a dedicated leader in the competitive landscape.