

**DIRECTOR OF BUSINESS DEVELOPMENT**

*Award-winning and tenacious sales professional with proven leadership and expertise.*

STRATEGIC MARKETING ▪ MARKETING SEGMENTATION  
GOVERNMENT AND COMMERCIAL SALES ▪ GENERAL MANAGEMENT

---

**PROFESSIONAL HIGHLIGHTS**

- **FIFTEEN-YEAR TRACK RECORD** OF RESULTS-FOCUSED STRATEGIC BUSINESS PLANNING, LEADERSHIP, AND MARKETING MANAGEMENT, WITH BROAD-BASED KNOWLEDGE AND PERSPECTIVE.
- **REPUTATION FOR DEVELOPING LIFE-LONG RELATIONSHIPS WITH KEY DONORS**, RESULTING IN MAJOR AND ONGOING PHILANTHROPIC SUPPORT.
- **HISTORY OF SUCCESSFULLY SECURING OVER \$5 MILLION** IN MAJOR GIFT SUPPORT, AND ACCOMPLISHING GOALS WITHIN A THIRD OF NORMAL EXPECTED GIFTING CYCLE.
- **SELECTED FOR KALEIDOSCOPE MAGAZINE'S 40 - 40 CLUB**, CLASS OF 2002, AS A "40 AND UNDER" BUSINESS PROFESSIONAL MAKING SIGNIFICANT CONTRIBUTIONS TO THE GREATER CLEVELAND AREA.
- **AWARDED "2004 BUSINESS PROFESSIONAL OF THE YEAR"** BY THE BLACK MBA ASSOCIATION.
- **MASTER OF BUSINESS ADMINISTRATION – ENTREPRENEURSHIP**, CASE WESTERN RESERVE UNIVERSITY.

**PROFESSIONAL PROFILE**

Proven strategic planning and project management skills, with ability to anticipate future trends, and successfully envision, implement, and manage results. Demonstrated leader, with refined interpersonal communication skills. Network and build connections easily, with outgoing, optimistic personality. Outstanding presentation and public speaking skills. History of building collaboration. Solutions-oriented, creative, and passionate about results, with a tireless and proactive pursuit of goals. Resilient, flexible, and energetic, with commitment to excellence and unwavering integrity.

**PROFESSIONAL EXPERIENCE**

CLEVELAND CLINIC, CLEVELAND, OH 2000-PRESENT  
*World-class \$4 billion multi-specialty medical/research center, with 36,000 employees, and over 3 million patient visits per year.*

**Executive Director of Development (Smithson Urological and Kidney Institute) (2007-present)**

Orchestrated and currently implementing a Strategic Development Initiative targeting philanthropic funding, designed to secure \$50 million in philanthropic support. Oversee all aspects of development process, and manage operations and procedures to maximize funding efforts. Collaborate with Institute Chairman to provide resources for current/future operations.

- *Personally secured over \$5 million in major gift support to contribute to research and education funding priorities.*
- *Successfully secured \$1 million in under 12 months (normally a 24-36 month cycle).*

**Assistant Directory of Development (Heart and Vascular Institute) (2005-2007)**

Established relationships with individuals and foundations throughout Eastern Region of the country to promote Cleveland Clinic's mission. Developed significant philanthropic gifts to support capital and programmatic activity for the Institute.

- *Cultivated key stakeholders to contribute over \$3 million in major gift support toward institution-wide campaign.*

CLEVELAND COLLEGE, CLEVELAND, OH 2003-PRESENT  
*Private liberal arts college, founded in 1871, on a 100-acre campus, with 30 undergraduate majors and eight graduate level programs.*

**Adjunct Faculty (Ursuline College Accelerated Program)**

Systematically teach general marketing principles, and provide guidance to students in developing an understanding of terminology, target marketing, and managing the marketing processes utilized by organizations to identify and maintain profitable relationships. Facilitate classroom opportunities for senior students to develop leadership competencies.

*P R O F E S S I O N A L E X P E R I E N C E, continued...*

CASE WESTERN RESERVE UNIVERSITY, CLEVELAND, OH 2004-2005  
*Case strives to be the most powerful learning environment in the world, supports nearly 100 academic and research centers, and serves 10,000 students per year.*

**Director of Major Gifts (Case School of Engineering)**

Launched philanthropic efforts to identify, cultivate, solicit, and steward major gifts from the school's engineering alumni base.

- *Engaged key university stakeholders to introduce over \$1.8 million in major gift proposals.*
- *Established relationships with selected individuals in private and public corporations to promote reciprocal opportunities, and facilitate advancement of the university's priorities.*

*A D D I T I O N A L P R O F E S S I O N A L H I S T O R Y*

ALLTEL, HUDSON, OH 2000-2004  
*Fortune 500 company with almost \$5 billion in annual revenue.*

**Manager – Market Development (2003-2004)**

**Senior Marketing Analyst (2001-2003)**

**Manager – Base Marketing (2000-2001)**

- *Launched demographically targeted marketing initiatives for NE Ohio which were so successful, they became adopted as national strategies.*
- *Spearheaded target marketing plans resulting in additional 37% sales, and significantly reduced churn.*
- *Managed corporation's top performing sales and retention center and directed staff of 70 employees.*

GTE WIRELESS / CONTEL CELLULAR, BEDFORD, OH AND ROANOKE, VA 1994-2000  
*As a Fortune 500 company, GTE merged with Contel, and later Bell Atlantic, to form Verizon Wireless.*

**Administrator – Marketing Distribution (1998-2000)**

**Manager – Retail Sales (1996-1998)**

**Account Executive – Commercial and Government Sales (1994-1996)**

- *Directed over 20 market campaign launches aiding the business sales channel.*
- *Generated over \$1.2 million in incremental revenues in three-state region.*
- *Honored as "TOP RETAIL MANAGER" with the CIRCLE OF SUCCESS AWARD, for reaching 150% OF QUOTA.*
- *Initiated aggressive relationship-based sales strategy that consistently exceeded sales and customer retention goals.*
- *Recognized for consistently delivering 130% OR MORE OF QUOTA.*

*E D U C A T I O N*

CASE WESTERN RESERVE UNIVERSITY, CLEVELAND, OH  
**MASTER OF BUSINESS ADMINISTRATION DEGREE (2006)**  
**FOCUS: ENTREPRENEURSHIP**

CASE WESTERN RESERVE UNIVERSITY, CLEVELAND, OH  
**GRADUATE CERTIFICATE IN NONPROFIT MANAGEMENT (2003)**

URSULINE COLLEGE, PEPPER PIKE, OH  
**BACHELOR OF ARTS DEGREE (2002)**  
**FOCUS: BUSINESS MANAGEMENT, WITH CONCENTRATION IN MARKETING**

*P R O F E S S I O N A L A F F I L I A T I O N S*

*BOARD OF DIRECTORS: CENTER FOR COMMUNITY SOLUTIONS*  
*ADVISORY BOARD: URSULINE COLLEGE*

*Professional references are available upon request.*