

Chief Executive Officer (CEO)

Dynamic executive leader with extensive experience in organizational transformation and revenue growth, currently serving as CEO of the Dreyfoos School of the Arts Foundation. Proven track record in fundraising and community engagement, having secured multimillion-dollar major gifts and executed capital campaigns. Adept at building strategic partnerships, orchestrating high-profile events, and implementing effective marketing strategies, resulting in significant digital growth and over \$1M in publicity value. Committed to fostering high-performing teams and enhancing board governance, leverages expertise to drive sustainable growth and community impact across various sectors.

PROFESSIONAL ACHIEVEMENTS

- ◆ **Transformational Leadership & Organizational Growth:** Spearheaded organizational revenue growth from \$1.5M to \$3.6M at the Dreyfoos School of the Arts, while managing a \$2.5M budget to ensure financial sustainability. Expanded the endowment from \$5.5M to \$10.4M through strategic fund development, establishing 11 new funds.
- ◆ **Strategic Fundraising & Partnership Development:** Led successful fundraising initiatives that secured over \$2M in major gifts within the first year as Senior Development Executive at American Friends of Magen David Adom. Participated in a \$120M capital campaign, contributing to a \$20M private foundation donation and orchestrating high-profile events that raised \$1.5M in sponsorships.
- ◆ **High-Impact Marketing & Community Engagement:** Developed and implemented a comprehensive digital marketing strategy at the Dreyfoos School of the Arts, resulting in a 30% increase in social media followers and generating over \$1M in annual publicity value through targeted PR campaigns. Established community engagement initiatives, enhancing visibility and support, including partnerships with renowned artists and organizations.

AREAS OF EXPERTISE

Executive Leadership	Fundraising/Business Development	Revenue Growth
Strategic Partnerships	Community Engagement	Marketing & Sales
High Performing Teams	Contract Negotiations	Board of Directors

PROFESSIONAL EXPERIENCE

DREYFOOS SCHOOL OF THE ARTS FOUNDATION | West Palm Beach, FL2021 – Present

CHIEF EXECUTIVE OFFICER (2022 – Present)

EXECUTIVE DIRECTOR (2021 – 2022)

Strategic Leadership & Organizational Transformation

- **Transformed Organizational Revenue:** Increased revenue from \$1.5M average to \$3.1M in 2023; managed a \$2.5M budget to drive financial growth and sustainability.
- **Endowment Growth:** Expanded endowment from \$5.5M to \$10.4M between 2020 and 2024, establishing 15 new funds and enhancing over 30 existing ones to support key initiatives.
- **Board Leadership & Governance:** Promoted to CEO based on performance; managed a 35-member Board of Directors across 6 committees, rewriting bylaws and leading governance improvements.

Fundraising & Financial Stewardship

- **Enhanced Fundraising Efforts:** Secured higher contributions from private foundations, state funding, and parent/alumni giving by shifting from gala events to targeted marketing and personalized donor experiences.
- **Scholarship Expansion:** Grew scholarship awards from \$150K to \$700K, including establishing a \$1.8M endowment for students of color. Contributed to the school being the #1 ranked in Palm Beach County and 25th top-ranked magnet school in the nation.
- **Strategic Partnerships & Event Leadership:** Partnered with high-profile collaborators, including Luke Bryan, Gwen Stefani, and Sotheby’s, to lead gala events that raised \$1.5M, providing students with platforms to showcase their talents through performances and art auctions while securing local, regional, and national grants.

Marketing & Public Relations

- **Digital Marketing Growth:** Led a comprehensive digital marketing strategy resulting in a 30% increase in followers on X and Instagram and over 1.2M post impressions on Facebook from May 2023 to May 2024.
- **Publicity & Media Relations:** Generated over \$1M in annual publicity value through a robust public relations campaign, securing feature stories (web, TV, print, and radio) and news articles in top South Florida publications.

People Leadership & Team Development

- **Team Development & Retention:** Hired and trained new staff, leading a team of 7 plus up to 6 interns, fostering a high-retention, fun, and flexible work environment.
- **Leadership & Vision:** Created a culture of open communication and rallied the team around the organization's vision and mission through off-site events and internal collaboration.

AMERICAN FRIENDS OF MAGEN DAVID ADOM | Palm Beach Gardens, FL**2019 – 2021****SENIOR DEVELOPMENT EXECUTIVE, Southeast Region**

- **Major Gifts & Donor Cultivation:** Identified, cultivated, and secured over \$2M in major gifts within the first year, including \$600K in new contributions to the organization.
- **Capital Campaign Leadership:** Played a key role in a \$120M capital campaign, securing 25% of funds from the region and contributing to a \$20M private foundation donation for an underground blood bank in Israel.
- **Virtual Events Sponsorship Success:** Led the sponsorship committee for a virtual celebration, raising over \$1.5M in event sponsorships, and directed a five-day virtual staff retreat.
- **Targeted Donor Engagement:** Managed relationships with country club donors by hosting curated events and conducted 1:1 prospecting based on donor research to enhance cultivation efforts.

COMMUNITY FOUNDATION FOR PALM BEACH AND MARTIN COUNTIES | West Palm Beach, FL**2017 – 2019****CHARITABLE GIVING OFFICER**

- **Record-Breaking Asset Development:** Produced record-breaking asset development, achieving \$17.8M for FY17-18 and \$21.5M for FY18-19, surpassing the previous foundation record of \$7M.
- **Campaign Strategy:** Led development strategy for a \$300M campaign over 5 years, documenting over \$51M in Legacy Gifts.
- **Partnerships & Sustainability:** Collaborated with the grant-making team and corporate partners to enhance sustainability through planned giving, blended giving, and donor-advised funds, while managing the annual appeal and reporting directly to the COO.
- **Philanthropic Advisory Council:** Developed and engaged the Philanthropic Advisory Council, transforming them into the organization's top referral source and promoting estate planning services.
- **Fund Opening Milestones:** Executed over 80 new funds, breaking annual fund opening records and establishing new benchmarks for growth.
- **Private Foundation:** Implemented the first Private Foundation conversion campaign, resulting in a \$4M increase in funds.
- **Community Education & Outreach:** Conducted over 24 Lunch and Learn sessions, educating advisors and community members about foundation initiatives, and held meetings with over 300 advisory and nonprofit professionals.

AMERICAN CANCER SOCIETY | West Palm Beach, FL**2013 – 2017****EXECUTIVE DIRECTOR/PLANNED GIVING DIRECTOR**

- **New Business & Revenue Generation:** Secured over \$3.25M in new business from event partnerships, private donations, and third-party events, driving consistent revenue growth and surpassing market goals from 2014 to 2017.
- **Grant Acquisition & Media Coverage:** Obtained over \$1.3M in grants from 2015 to 2017 and secured over \$2.25M in in-kind media coverage through strategic partnerships with major media outlets.
- **Major Gifts & Community Engagement:** Partnered with Planned Giving and Major Gifts to raise over \$8M in donations, while leading volunteer engagement and community partnerships for key events and health system collaborations.

SUNRISE SPORTS & ENTERTAINMENT | Sunrise, FL**2013****DIRECTOR OF NEW BUSINESS DEVELOPMENT, Partnership Marketing**

- **Business Development & Sponsorships:** Generated over \$1.1M in new business revenue within 7 months and executed \$2M+ in sponsorship renewals, while leading a team that drove \$15M+ in revenue and increased existing business by 15% through strategic multiyear contracts with global brands.
- **High-Profile Event Execution:** Managed complex contract negotiations and executed major events at the BB&T Center, including top-tier sports and entertainment events such as Panthers Hockey, Cirque du Soleil, and concerts by global artists like Billy Joel, Rihanna, and Jay Z.

NORTHWOOD UNIVERSITY | West Palm Beach, FL

2012 – 2015

ADJUNCT MARKETING PROFESSOR

- Taught comprehensive night courses in Principles of Marketing, Sales Management, Principles of Sales, and E-Commerce, tailoring instruction to meet the needs of a diverse student body, including over 50% international students.

MIAMI MARLINS/ST. LOUIS CARDINALS – ROGER DEAN STADIUM | Jupiter, FL

2011 – 2013

CORPORATE PARTNERSHIP AND BUSINESS DEVELOPMENT MANAGER

- Led a sales team that generated nearly \$1M in corporate partnerships over three seasons, increasing personal sponsorship dollars by 10% in 2011 and 15% in 2012, while securing 3- and 5-year contracts with 20% of closed business partners.

SAN DIEGO PADRES AFFILIATE – FORT WAYNE TINCAPS | Fort Wayne, IN

2008 – 2011

CORPORATE PARTNERSHIPS MANAGER

- Contributed to the development of a Minor League Baseball facility in Fort Wayne, Indiana, successfully securing a 10-year stadium naming rights sponsorship valued at \$10M. Achieved corporate sales of \$1.25M in 2009, \$1.5M in 2010, and \$1.8M in 2011.

WASHINGTON MUTUAL | Chicago, IL

2007 – 2008

FINANCIAL CENTER MANAGER

- Led 8 consumer bank branches in Chicago as the youngest WAMU manager, overseeing over \$200M in receivables while training up to 12 direct reports in sales and operations, and executing targeted marketing strategies that drove significant business growth.

WELLS FARGO | Chicago, IL

2004 – 2007

ASSISTANT MANAGER/AUTO SALES REGIONAL MANAGER

- Achieved top 10 rankings in regional real estate units sold, generated over \$7M in new business through customer referrals and direct sales, and rapidly advanced to a management role at 22, consistently performing among the top 10 in overall company sales from 2004 to 2006.

EDUCATION

PhD: Global Leadership, GPA: 3.9, 2021

Dissertation: Exploring Philanthropic Perceptions of Millennial Global Leaders
Indiana Tech, Fort Wayne, IN

Master of Business Administration, Marketing and Management, 2008

Indiana Tech, Fort Wayne, IN

Bachelor of Science in Business Administration, Sports Management, 2005

Indiana Tech, Fort Wayne, IN

COMMUNITY LEADERSHIP

President, Association of Fundraising Professionals of Palm Beach County, 2024 - Present

Secretary, Palm Beach Public Orchestral String Foundation, 2023 - Present

Ex Officio Board Member, Palm Beach Sports Commission, 2020 – Present

GROW Program Co-Chair, Leadership Palm Beach County, 2019 – 2024

Big Brother, Big Brothers Big Sisters, 2015 – 2020

Board of Directors, Club 100 Charities, 2014 – 2019

Board of Directors, Beyond Blind Institute, 2010 – 2016

Board Chair, Mind Over Matter, 2009 – 2012