



EXPERIENCE

- 2010-Present **MELANOMA RESEARCH ALLIANCE** Washington, DC & New York, NY
Director of Marketing & Development
- Establish, lead and manage the development team efforts to raise an annual grant making budget of \$10 million.
 - Cultivate and nurture relationships with current and potential individual donors, corporate partners & foundation sponsors.
 - Structure and implement comprehensive communication, marketing and public relations strategies and develop collaborative cause marketing campaigns.
 - Foster and manage board member development.
- 2008-2010 **MILLENNIUM PROMISE ALLIANCE** New York, NY
Director of Major Gifts
- Managed fundraising strategies for high net worth individuals, family foundations and corporations.
 - Identified prospective donors, developed and executed cultivation strategies.
 - Oversaw and maintained major donor relationships in conjunction with the Millennium Promise Alliance board.
 - Led donor visits to countries including Senegal, Ghana, Mali, Kenya, Tanzania, Malawi and Uganda.
- 2003-2008 **STEEL PARTNERS, LTD.** New York, NY
Director Marketing, Investor Relations and Corporate Communications
- Coordinated and implemented marketing strategies for Steel Partners II, Steel Partners Japan.
 - Raised capital through the development of new partner relationships; developed marketing materials and met with potential partners; fund growth of \$2.2 billion in last four years.
 - Sustained current partner relationships; provided updated portfolio information, related media information and performance updates to existing limited partners.
 - Led corporate branding and website development strategy.
 - Structured and executed strategic corporate communications and media relations plans.
 - Liaised with global media to issue statements, arrange interviews and present fund updates.
- 2002-2003 **TRIBECA ENTERTAINMENT** New York, NY
Finance Associate
- Organized day-to-day operations at Tribeca Entertainment including: finance, strategic planning, marketing and business development.
 - Planned and implemented sponsorship agreements and marketing strategy for the first annual Tribeca Film Festival under the direction of COO/Executive Director Tribeca Film Festival.
 - Coordinated the integration of Tribeca Productions, Tribeca Film Center and Tribeca Film Institute under Tribeca Entertainment.
- 2000 **GORE/LIEBERMAN 2000, Inc.** Nashville, TN
National Advance Team
- Traveled in advance of Vice President during presidential campaign, directing and producing events throughout the country.
- 1998 -2000 **THE WHITE HOUSE** Washington, DC
White House Presidential Advance
- Managed events and assisted President Clinton and the First Lady on domestic and international trips.

EDUCATION

- 2012-2014 **UNIVERSITY OF NORTH CAROLINA, KENAN-FLAGLER BUSINESS SCHOOL** Chapel Hill, NC
Master of Business Administration (MBA), International Business
- 2005-2007 **NEW YORK UNIVERSITY** New York, NY
M.S., Public Relations and Corporate Communications
- Published: *Ketchum Rescue and Restore Victims of Human Trafficking programme* in the UN Global Compact publication, *Embedding Human Rights In Business Practice*, Spring 2008.
- 1997-2001 **UNIVERSITY OF PENNSYLVANIA** Philadelphia, PA
B.A., Communications and Marketing, Minor in Anthropology, Graduated cum laude, August 2001
- Mayor Rendell's Office of Communication, Intern.
 - Varsity Lightweight Crew: Coxswain, varsity lightweight eight boat.

ADDITIONAL INFORMATION

- Steel Partners Sports Foundation Board of Directors (2011 – Present).
- New York University Adjunct Professor, Public Relations and Corporate Communications (2009-Present).