



# ROLAND M. PINTO, EMBA

## PROFILE

Transparent high integrity senior leadership with national and international experience directing multiple priorities.

A collaborative leader with a diverse population of staff working to effectively build internal and external relationships.

Strong leadership presence and maturity including impeccable judgement and ability to make sound decisions.

## CONTACT

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## HOBBIES

Yoga  
Boxing  
Reading & Cooking  
B&W Photography

## SUCSESSES

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- Closed \$789,000 of international client projects.
- 30% increase of an educational program through strategic messaging.
- Generate over \$1 million of sponsorship revenue through national corporate sponsors.
- Secured over \$2 million in business development.
- Rescued over \$1 million of revenue in Q1 and Q2 of 2020 resulting in zero loss of revenue.
- 20% IT process improvement on deliverables through operational enhancements.
- P&L responsibilities of \$2.5 million and \$4.5 million.

## SKILLS

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- Financial Management
  - Strategy & Missions
  - Business Development
  - Leadership and culture
  - Contract Negotiations
  - Organizational changes
  - Analytical problem solving
  - Marketing Campaigns
  - Conflict Management
  - Staff Development and mentorship
  - Performance Management
  - Procedure improvement
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## **WORK EXPERIENCE**

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### **CMA - Vice President of Operations & Development**

December 2017 – Current

Senior leadership with P&L responsibilities of \$4.5 million for a national and international firm. Secured over \$2 million in business development in addition to over \$1 million in sponsorship programs.

### **Partners & Citta - Chief Operating Officer**

June 2016 - December 2017

A consultant specializing in organizational fiscal management, development, and operational strategic planning. Developed a revenue strategy outreach increasing revenue over \$1 million dollars.

### **SIS – Chief Operating Officer**

April 2010 – June 2016

Senior leadership with P&L responsibilities of \$2.5 million for a non-profit organization. Reduced \$1.9 million dollar deficit by 48%. Decreased operational cost by \$350,000. Increased donation revenue receiving over \$250,000 for three consecutive years.

### **Further Work Experience**

Prior professional roles include, Operations Manager, Director of Marketing, and Human Resource Manager.

## **EDUCATION**

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### **Strayer University - EMBA**

2013 - 2015

Executive MBA with a 3.75 GPA. Awarded Honor of Distinctions. Focus of studies was leadership, financials, and operations.

### **Rutgers University**

Bachelor of Arts

Focus of studies was marketing, management, and a minor in non-profit organizations.

## **VOLUNTEER**

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Caring for Friends, Share Food Program