**VISIONARY LEADER IN EDUCATION, FUNDRAISING, AND INSTITUTIONAL ADVANCEMENT**

Enterprise Leader | VP of Fundraising & Scholarships | Senior Director of Institution Advancement

Lead $15M Organization Change Management | Spearheaded 30% Fundraising Growth YOY | Education Strategist

2023 Doctoral of Executive Leadership Graduate | Presidential Cabinet Committee Chair | MBA | C-Suite/VP Advisor

**CAREER HIGHLIGHTS**.

* **Visionary Leadership:** Crafted and executed high-level strategies, yielding an average annual increase of 30% in program offerings and a 25% elevation in overall impact throughout my career.
* **Strategic Fundraising Leadership**: Achieved a 30% increase in funds raised through annual events and campaigns. Directed the Truck Safety Coalition (TSC) Fundraising Committee, driving comprehensive donor engagement and volunteer participation.
* **Operational Excellence and Donor Management:** Directed annual giving society, devising a comprehensive recognition program that increased participation by 15% and total donor contributions by 25%.
* **Strategic Stewardship and Engagement:** Managed comprehensive stewardship activities, including events, tours, and donor communications, to cultivate meaningful relationships with current and potential donors. Coordinate tiered donor giving societies and recognition programs to acknowledge donors and foster long-term engagement.
* **Partnership Architect:** Cultivated and maintained strong relationships with donors, stakeholders, and key partners, resulting in a 40% increase in collaborative projects and initiatives, driving mutual success and impact within the community.
* **Academic Leadership and Mentorship:** Teaching assistant at University of Holy Cross, delivering high-impact curriculum in research methods, design, and data collection. Provided visionary leadership in the classroom and mentored students towards successful research implementation. Mentored students, guiding them towards successful careers in the nonprofit sector, and fostering a culture of innovation and excellence.

**EDUCATION**

**University of Holy Cross, *College of Education*  New Orleans, LA**

Doctorate in Executive Leadership (DIELP) Ph.D. *August 2023*

**Jackson State University, *College of Business* Jackson, MS**

Masters in Business Administration (MBA) *August 2015*

**Jackson State University Jackson, MS**

B.A. of Science in Professional Interdisciplinary Studies *May 2013*

**COMMUNITY LEADERSHIP**

**JustUs System Kansas City, MO**

Board Member, Fundraising AdvisorJan. 2024 – Present

In my capacity as a Board Member and Fundraising Advisor for JustUs System, I lead transformative initiatives aimed at optimizing fundraising processes and fostering sustainable financial growth. Our objective is to achieve a 20% increase in annual donations, requiring streamlined operations, strategic resource allocation, and compelling stakeholder communications. Through collaborative leadership and strategic vision, we aim to elevate JustUs System's fundraising efforts, ensuring alignment with our organizational mission and long-term viability.

**PROFESSIONAL CONFERENCES/PRESENTATIONS**

**“Cohort Sistas” Women in Pursuit Arlington, VA**

Faculty Women of Color in the Academy National Conference, 2024

* Techniques and approaches for addressing common barriers to doctoral and dissertation completion, setting concrete goals and timelines.
* Discussed ways to strategically engage in a transformative learning process, emphasizing the importance of learning and a growth mindset over perfection.
* Outline actionable steps to initiate or enhance mentorship relationships.

**PROFESSIONAL EXPERIENCE**

**Worthy Strategies, LLC Jackson, MS**

Independent Consultant/Dissertation CoachJan. 2024 – Present

* Provided personalized coaching and guidance to doctoral candidates, facilitating the development and execution of effective research methodologies and dissertation writing strategies.
* Develop and assess capstone projects to evaluate student learning and provide feedback on performance.
* Collaborated with academic advisors and committee members to address concerns and facilitate progress towards dissertation completion.
* Provide mentorship and accountability to doctoral candidates, helping them manage time effectively and overcome obstacles to dissertation completion. Offer guidance to students on academic and career planning to support professional goal setting.
* Spearhead capacity building initiatives to strengthen nonprofit organizations' fundraising infrastructure, including the implementation of donor management systems and the establishment of effective fundraising processes.
* Provide mentorship and coaching to fundraising teams, empowering staff to achieve their fundraising goals, promote knowledge sharing, and fostering a culture of professional development and growth.
* Lead recruitment efforts to identify and onboard top talent in fundraising and development roles, resulting in the expansion of skilled fundraising teams.
* Implement employee retention strategies, such as performance recognition programs and career development opportunities, leading to increased staff satisfaction and reduced turnover rates.
* Conduct regular performance evaluations and provide constructive feedback to fundraising staff, fostering a culture of accountability and continuous improvement.
* Collaborate with human resources to develop competitive compensation packages and benefits for fundraising staff, ensuring the organization remains competitive in attracting and retaining talent.
* Utilize data-driven approaches to assess team effectiveness and identify areas for skill development and training, resulting in increased fundraising success and team cohesion.
* Establish mentorship programs and peer support networks within the fundraising team to promote knowledge sharing and professional growth.
* Play a key role in organizational strategic planning processes, advising on resource allocation and staffing needs to support long-term fundraising goals and sustainability.

**Truck Safety Coalition (TSC) Washington, DC**

Director of Strategic Partnerships & DevelopmentMay 2023 – Present

Director DevelopmentJan. 2023 – May ‘23

* Develop and execute strategic partnerships to drive TSC’s expansion and achieve executive-level objectives.
* Foster relationships across nonprofit, government, business, public health, and education sectors to bolster TSC’s focus areas.
* Collaborate with the Communications Department to craft impactful marketing materials for strategic partners. Mobilize TSC stakeholders to advocate for truck and road safety partnerships. Lead strategic partnership updates for leadership, the board, and key partners.
* Achieved a 45% increase in fundraising, raising CY23, and secured TSC’s first federal grant.
* Orchestrated TSC’s inaugural fundraising event, "A Night to Celebrate Truck Safety," raising $30,000. Additionally, expanded donor base by 52%, acquiring 115 new donors in CY23.
* Managed a portfolio of 500 prospects and donors, submitting over $625,000 in proposals.
* Co-created TSC’s T.R.U.C.K. Safety Roadshow and introduced personalized Board stewardship initiatives. Strategically orchestrate annual keystone fundraising events, biennial Sorrow to Strength initiatives, and the annual Giving Tuesday Campaign to drive substantial revenue growth and community engagement.
* Chair the TSC Fundraising Committee, overseeing comprehensive donor engagement strategies and fostering volunteer involvement to enhance organizational impact.
* Drive operational excellence by managing TSC’s donor database, ensuring data accuracy, leveraging advanced features for targeted giving, and generating insightful reports to inform strategic decisions.
* Lead the gift management process, overseeing data entry, acknowledgment protocols, web-based recognition initiatives, and comprehensive stewardship practices while collaborating closely with the Executive Director to design and evaluate all fund development efforts, including grant applications, special events, and individual appeals.

**University of Holy Cross New Orleans, LA**

Research Institute for a Quality & Equitable Education (RIQEE)Aug. 2022 – May 2023

Research & Teaching Fellow, Cohort 1

* Working in concert with RIQEE Research Program, the Chair of Department of Education, and co-fellows; developed and implemented RIQEE research fellowship program.
* Researched, investigated, created, and developed the methods and design for RIQEE research as founding cohort members.
* Present lectures on various research and historical topics both in classroom and lecture format.
* Assisted in supervising the work assigned to other rotating students; co-created and taught lessons in a 6:1:1 setting; Collaborated with colleagues to develop engaging research lesson plans.
* Delivered tutoring services to help students grasp course material and improve writing skills.
* Incorporated instructional technologies in course delivery for both in-class and online instruction. Conducted engaging in-class discussions to facilitate learning and encourage participation.
* Co-developed semester outlines and instructional plans for each class session to execute course objectives.
* Supported objectives of the Education department by delivering teaching through lecture and active learning teaching methodologies.
* Demonstrated leadership skills in managing projects from concept to completion.
* Presented a national academic conference.

**Tougaloo College Tougaloo, MS**

Director of Corporation & Foundation RelationsAug. 2021 – Jan. 2023

Donor Relations Coordinator/Event CoordinatorOct. 2020 – July 2021

* Orchestrated the Presidential Inauguration’s Major Donors Appreciation Reception, fostering key relationships with major contributors to the institution's success.
* Project-managed the Annual Business Luncheon, achieving exceptional results in February 2021, surpassing Tougaloo's fundraising goal by nearly $300,000.
* Successfully implemented an online donor campaign, reaching over 8,000 subscribers through Constant Contact, resulting in a 20% increase in online donations.
* Directed the institution's annual giving society, devising a comprehensive recognition program that increased membership by 15% and total contributions by 25%.
* Spearheaded the coordination and logistics of fundraising events department-wide, ensuring seamless execution and heightened donor engagement.
* Established and maintained an Annual Donor recognition program, enhancing donor stewardship and increasing donor retention by 30%.
* Facilitated event planning and execution, ensuring optimal donor experiences and meaningful connections with the institution's mission and vision.
* Participated in and contributed to departmental meetings to stay informed about institutional policies and initiatives.
* Designed and implemented various educational activities and programs to meet student needs.
* Strategic Stewardship and Engagement: Manage comprehensive stewardship activities, including events, tours, and donor communications, to cultivate meaningful relationships with current and potential donors. Coordinate tiered donor giving societies and recognition programs to acknowledge donors and foster long-term engagement.
* Event Planning and Execution Excellence: Lead the planning, coordination, and execution of all fundraising events within OIA, ensuring seamless logistics, vendor management, and budget adherence. Collaborate with Communications and Marketing to develop event materials and sponsorship packages, while overseeing internal and external event volunteers to deliver exceptional experiences.

**Xavier University New Orleans, LA**

Director of Advancement Services 2019 – Sept. 2020

Database Coordinator 2017 – June 2019

* Spearheaded the development of policies, including gift acceptance and database guidelines, ensuring compliance and alignment with organizational objectives.
* Managed the Raiser's Edge Database for fundraising and prospect management, facilitating seamless gift processing, reconciliation, and transfer of funds, resulting in a 20% reduction in processing time.
* Vendor Relationship Management and Training: Cultivated and managed relationships with key fundraising software vendors, optimizing platform functionality and ensuring smooth operations.
* Provided comprehensive training to staff on advancement policies, processes, and Raiser's Edge database utilization, resulting in a 30% increase in staff proficiency.
* Data Integrity and Reporting: Implemented quality control mechanisms for data entry and database integrity, resulting in a 25% reduction in data errors.

**Tougaloo College Tougaloo, MS**

Advancement Services/Alumni Relations Coordinator2014 – Feb. 2017

* Managed a comprehensive donor database and facilitated training for office personnel, resulting in a 20% increase in database proficiency.
* Conducted proactive research and screening to identify potential college supporters among individuals, corporations, and foundations, resulting in a 15% increase in donor engagement.
* Developed and implemented an alumni relations and fundraising program, recommending policies and procedures to optimize alumni engagement and gift acknowledgment processes.
* Monitored the monthly giving program and issued year-end receipts to donors, preparing bi-monthly reports on alumni activity to track donor trends and enhance stewardship efforts.
* Created and maintained tax receipts, collaborated with accounting for monthly reconciliation of gift transactions, and supported Finance and Operations Division by ensuring data accuracy in database systems, resulting in a 25% improvement in data integrity.

**PRIOR EXPERIENCE**

***Goss and Williams, PLLC Jackson, MS***

*Office Coordinator July 2012 – 2014*

***Memphis City Schools Memphis, TN***

*Teacher’s Assistant 2006 – 2012*