

Sanford Hinden

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[Website](#)

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QUALIFICATIONS SUMMARY

An innovative and enthusiastic local and global **Researcher, Developer, Trainer and Group Facilitator** with experience as an **Administrator** and **Program Developer** having broad skills in marketing, program and project management. Skills and strengths include:

- **Public Speaking, Training**
- **Community Relations**
- **Government Relations**
- **Program Development**
- **Staff Development**
- **Strategic Planning**
- **Research**
- **Customer Service**
- **Marketing**

EXPERIENCE HIGHLIGHTS

TRAINING & DEVELOPMENT

- Providing innovative, diverse and customized programs for libraries in personal development, human relations and communications, and global development for peace and sustainability
- Providing community service programs in a weekly *Conversation Club*, a monthly *Goals Group* and a quarterly *Wisdom Circle* to enhance community members wellbeing.

ADMINISTRATION, PROGRAM & ORGANIZATION DEVELOPMENT

- Management of staff, budgets, finance, planning and facilities.
- Managed a countywide program developing community partnerships between schools and service providers, to coordinate health and human services, for at-risk and in-need children and families.
- Communication with government leaders to form creative collaborations for local and global improvement for families and communities.
- Developed innovative programs for local, national and international organizations in the areas of communication, sustainability, the environment and peacebuilding.
- Trained and mentored staff in communication and customer service.
- Booked and oversaw contracting for performance talent for a performing arts center.
- Developed box office efficiencies, including website development, and ticketing system upgrades.

MARKETING

- Provided extensive programs for marketing, advertising, publicity, public relations and audience development.
- Developed a performing arts center to be a regional magnet for performers and audiences.
- Produced four-color performance calendars, cards, flyers and posters for distribution to individuals, media, libraries, town arts councils, and housing communities, raising public visibility and branding the corporate image for a performing arts center.
- Reduced a \$300,000 advertising budget to \$150,000 for press, radio, and direct mail advertising, while increasing the audience database from 300 to 23,000, including 12,000 active buyers and 11,000 other high-potential buyers.
- Provided publicity through Internet marketing, social media, press, radio and television, including e-mail announcements to 5,000 email customers and 2000 influencers.

EMPLOYMENT HISTORY

Sanford Hinden - Workshop Presenter Programs for Libraries	2014-Present
Five Towns College, Dix Hills Performing Arts Center, Dix Hills, NY Executive Director	2002-2014
Boys & Girls Club of Suffolk County, Stony Brook, NY Development Director	2001-2002
Central Suffolk Hospital, Riverhead, NY Special Events Director	2000-2001
Suffolk Community Council, Hauppauge, NY Health & Human Services Program Director and Fundraising Coordinator	1998-2000

EDUCATION & TRAINING

CUNY, Queens College, New York, NY

*B.A.: magna cum laude, Major: Psychology,
Minor: Human Relations and Organizational Development*

Long Island University, C. W. Post College, Brookville, NY

Certificate in Fundraising Management

Toastmasters International Communication Program

Competent Communicator

Training Courses

Public Speaking, Exceptional Customer Service, Dealing with Difficult People,
Conflict Resolution, Project Management, Negotiations Skills, Community Development

COMMUNITY INVOLVEMENT

Workshop & Group Facilitator

Providing workshops and programs in communication, wellness, goals and
cultivating better decision-making and wisdom for teenagers, parents and seniors.

Community Organization & Planning

Providing development planning for community organizations, locally and globally.

Public Speaking

Speaking on personal development, communication,
relationships and marketing to adults and students.

Long Island Council on the Arts

2012 Outstanding Advocate for the Arts Award