

Profile

Executive directing the evolution of triple-bottom line social enterprises by securing investments from businesses, private philanthropy and foundations. Recognized for building high-performance goal-oriented teams. Drives impact by applying uncommon level of creativity to design and adaptively manage multi-disciplined and multi-stakeholder projects and programs.

Principal, Reiter Studios - organizational design consulting harnessing the knowledge within universities and mission-driven institutions to accelerate the path toward a vibrant, sustainable future.

Executive Director, Rob and Melani Walton Sustainability Solutions Initiatives
a unit of the Julie Ann Wrigley Global Institute of Sustainability at Arizona State University

2012-2021 Secured \$31.8 M in philanthropic investment to create a social enterprise within the University by launching 10 high-impact programs to advance sustainability practice.

Managed \$8M annual budgets and developed diversified income streams including over \$9M in contracts, \$3.5M in fees and tuition and \$1M in additional grant funding for total raised of \$45.6M. Supervised execution of 89 projects in 9 countries by teams of professionals, faculty and students working with 21 governments, 50 businesses and 46 non-profit partners.

Grew team from 4 to 59 in 18 months while building entrepreneurial, collaborative, high-performance culture within an academic institution.

Engaged over 600 students and 300 faculty through consulting services and global sustainability studies classes. Supervised the design and delivery of programs to over 923 K-12 teachers and 191 science museums from 32 countries and 50 states in three years.

Educated over 2500 sustainability professionals by directing the creation of Executive Master's for Sustainability Leadership, Master's for Sustainability Leadership and sustainability training for corporations and NGO's including US Chamber of Commerce Foundation, Starbucks, NRG, SRP and Microsoft.

Engaged over 100,000 attendees K-Grey through the production of five annual Sustainability Solutions Festivals with over 60 events including over 4000 sustainability professionals and 100 partnerships.

Sr. Director of Development, Leadership Gifts and Board Liaison, ASU Foundation

2011-2012 Secured over \$30 M in total investments in the Global Institute of Sustainability (GIOS) by working with high-net work individuals, corporate leaders and private foundations. Negotiated gift agreements with detailed, ambitious outcome metrics.

Optimized the prestigious Board of Directors for Sustainability at ASU by deepening relationships, recruiting new members, organizing engaging meetings, preparing detailed accomplishment reports, implementing engagement strategies and facilitating communications with deans, program directors and ASU President, Dr. Michael Crow.

Principal, Enterprise Design⁴ IMPACT, Chicago, IL; Phoenix, AZ

2008 - 2011 Consultant to non-profits and social enterprises on board development, fundraising and business strategy.

Chief of Staff and Special Advisor to the President, ASU Foundation

2005-2008 Monitored organizational performance, guided strategy and resolved personnel and operational challenges for three different Presidents over three years.

Cultivated, solicited and stewarded a portfolio of high-net worth prospects by organizing face to face meetings, campus tours, and special events in Phoenix, California and Washington D.C.

Managed fundraising consultants, collected data for feasibility studies, organized case statements and developed campaign framework.

Design and Architectural Practice Management Experience – portfolio available upon request

Managing Principal, Urban Instruments, Phoenix, AZ and Boston, MA

2001 – 2005 Managed business operations, marketing and special projects for award winning design practice.
1991 – 1997

Director of Business Operations, Ann Beha Architects Inc., Boston, MA

1998 – 2001 Supervised, hired, and trained staff of marketing professionals, financial managers, technologists and administrative assistants to accommodate and sustain 150% growth in business year over year.

Director of Marketing, JNEI: Judith Nitsch Engineering, Boston, MA

1998 – 1998 Developed and implemented successful marketing strategy to transition business model from minority set-aside for public projects to competitive market for high-profile private projects.

Project Manager, Lane Frenchman Associates, Boston, MA

1985 – 1991 Designed renovations for 300 units of housing for the Boston Housing Authority. Responsible for community relations, construction documents, cost estimates, production budgets, engineering contracts and coordination and construction administration. Developed three Heritage Cultural Park concept plans for The National Park Service to increase tourism at historic sites and develop economic benefit for post-industrial counties in New York State and Pennsylvania.

Project Architect, Cambridge Seven Associates, Cambridge, MA

1984 – 1985 Developed prototypical design for General Cinemas Corp. Designed, developed construction drawings and specifications for 13 theaters in 12 months.

Project Architect, Perez Associates, New Orleans, LA

1983 – 1984 Master planning and design team for 90 acre Worlds' Fair – Waters of the World Exposition.

Project Architect, McCarty, Bullock Holsaple, Knoxville, TN

1980 – 1983 Master planning team and special design projects for 1982 World Energy Expo.

Education Simmons School of Business, MBA
The University of Tennessee, BArch, High Honors
The University of Tennessee, BFA, Highest Honors

Conferences and professional associations University Climate Change Consortium
Board member, Arizona Forward
Social Capital Markets 2008-present
World Business Council for Sustainable Development
Global Reporting Initiative
Stanford Social Innovation Summit
Green Biz Forum and Verge 2014-present
Intentional Endowments Network
Social Venture Partners