

OVERVIEW: Dynamic senior leader with 7+ years of experience in donor development, business growth, and ministry leadership, consistently delivering transformative results through relationship building, strategic vision casting, and effective team development. Recognized for leading teams to drive revenue growth, increasing company valuations, and successfully raising significant funds for impactful causes. Proven problem solver and innovative thinker, utilizing data-driven decision-making, process streamlining, and stakeholder engagement to drive impact, while aligning organizational goals with community needs. Passionate about empowering individuals and organizations to thrive through effective leadership, strategic planning, and dedication to mission-driven success.

SUMMARY:

Donor Development & Fundraising Campaigns Demonstrated track record of aligning organizational vision with the delivery of mission-driven results, supporting strategic decision-making and philanthropic goals. Successfully led teams in driving revenue growth, building authentic relationships, and increasing company valuations. Expertise in developing and executing fundraising strategies, including major donor acquisition, fundraising campaigns, and nonprofit growth initiatives.

Solution Delivery & Stakeholder Engagement Skilled in creating and implementing fundraising strategies and donor stewardship programs that result in sustained, long-term relationships and growth. Expertise in process streamlining, donor communication, and developing targeted outreach strategies. Adept at leveraging data-driven insights to optimize fundraising efforts and maximize donor engagement.

Business Development & Relationship Building Expert in developing and nurturing relationships with donors, partners, and key stakeholders to support long-term fundraising and business development goals. Demonstrated ability to identify and create new opportunities, secure funding, and expand organizational reach. Strong background in sales leadership and consultative approaches, specializing in relationship building and closing deals.

Organizational Leadership & Vision Casting Extensive experience in leading teams across nonprofit, business, and ministry sectors with a focus on inspiring growth and innovation. Skilled in galvanizing groups around a shared vision, fostering collaboration, and driving strategic planning. Strong ability to mentor, develop talent, and cultivate a positive, mission-driven culture.

KNOWLEDGE & EXPERTISE:	• Donor Development • Visionary Leadership • Relationship Building • Revenue Optimization • Major Gift Fundraising	• Team Mentorship • Sales Improvement • Project Management • Program Development • Stakeholder Engagement	• Organizational Development • Nonprofit Growth Management • Transformative Business Growth • Collaborative Partnership Building • Mission-Centric Strategy Execution
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NOTABLE ACHIEVEMENTS:

- Led wilderness program creation, launching 10-12 camps for youth development.
- Cultivated donor relationships, raising \$500K, strengthening 3 nonprofit initiatives.
- Headed a \$150K fundraising campaign, securing funding for a missionary family's needs.
- Authored e-book on climbing Mount Rainier, inspiring perseverance through storytelling.
- Fostered growth, increasing valuation from \$1.2M to \$3.2M via key partnerships.

PROFESSIONAL EXPERIENCE:	CAMPFIRE CONNECTION MINISTRIES Founder - Executive Director	2025 to Present
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<i>Highlights</i>	• Recruit and develop the organization's governing Board of Directors. • Lead all organizational and administrative tasks required to sustain operations. • Direct the overall strategic vision and operations of Campfire Connection Ministries. • Initiate and maintain collaborative development relationships with organizational leaders. • Articulate the ministry's mission and goals to prospective partners, donors, and the public. • Cultivate strategic partnerships that fulfill the missions of collaborating organizations. ◊ Develop a core Board Recruitment strategy to build the governing body. ◊ Initiate the process to achieve 501(c)(3) tax-exempt status for the ministry. ◊ Establish Campfire Connection Ministries as a new non-profit organization. ◊ Engage in key development relationships with two prominent organizational leaders. ◊ Complete the initial phase of Board Development, preparing for formal appointments. ◊ Secure the necessary personal support funding to cover the Executive Director's salary. ◊ Foster powerful partnerships designed to merge organizational missions for mutual benefit. ◊ Build the foundational administrative and legal framework for the organization's operations.
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CANYON HILLS COMMUNITY CHURCH Student Lifegroup Leader (Volunteer)	2023 to Present
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- Lead an 8th-grade small group, guiding students through prayer, community life, and discipleship practices to foster spiritual growth.
- Collaborate with fellow leaders and church staff to ensure effective communication.
- Mentor students, providing individual guidance and support to help them navigate spiritual development and life challenges.

**PROFESSIONAL
EXPERIENCE:***Highlights***CANYON HILLS COMMUNITY CHURCH***(Continue)...***Student Lifegroup Leader (Volunteer)**

- ◊ Cultivate a strong sense of community within the small group, leading to higher engagement and consistent attendance from 8th-grade students.
- ◊ Implement impactful prayer and discipleship practices that contributed to noticeable spiritual growth and personal development among group members.
- ◊ Strengthen student relationships with church leadership, fostering a deeper connection between the youth group and the broader congregation of 5,000.

CRISTA CAMPS

2023 to 2024

Wilderness and Sales Leader*Highlights*

- Led the vision casting and creation of 10 to 12 wilderness camps, designed to engage the next generation with Christian teachings through outdoor adventure.
- Established ministry partnerships with schools and churches, creating new opportunities for collaboration and expanding the camp's reach in target markets.
- ◊ Fostered long-term, impactful relationships with schools and churches in new target markets, contributing to increased enrollment and program visibility.
- ◊ Successfully launched a brand-new wilderness adventure program, receiving positive feedback from both participants and leadership for its innovative approach.

FOSTER DEVELOPMENT

2018 to 2025

Executive Director*Highlights*

- Founded and managed a nonprofit dedicated to providing resources and coaching for youth leaders, fostering growth and development within youth ministries.
- Recruited and appointed a Board Chair to ensure effective governance and strategic oversight of the nonprofit's initiatives.
- Coached and consulted youth pastors and leaders, offering tailored resources and guidance to enhance their leadership capabilities and impact.
- ◊ Raised \$500K during tenure, significantly exceeding fundraising goals and securing critical financial support for ongoing initiatives.
- ◊ Led a successful \$150K fundraising campaign for a missionary family, demonstrating strong leadership and engagement to meet the financial needs of the project.

MIDDLE FORK ROASTERS

2020 to 2022

Production Team Leader & Sales Officer*Highlights*

- Led a team to execute the daily vision and operational plans for producing retail and wholesale coffee accounts, ensuring smooth and efficient production processes.
- Executed sales strategies to drive revenue growth across both retail and wholesale channels, contributing to long-term business success.
- Sustained relationships with clients, focusing on customer retention and satisfaction through tailored solutions and exceptional service.
- ◊ Skyrocketed company valuation from \$1.2M to \$3.2M during the COVID-19 pandemic, successfully driving revenue and market expansion despite challenging conditions.
- ◊ Built and strengthened ministry relationships that facilitated the growth of a custom-label business, directly improving customer appreciation and retention.

YOUTH DYNAMICS

2020 to 2021

Resource Development Officer*Highlights*

- Trained in support raising strategies through a dedicated solutions organization, gaining expertise in donor cultivation and resource development.
- Solicited and developed a portfolio of donor partners, targeting support for both personal and organizational ministry objectives.
- ◊ Raised \$60K in personal support, successfully meeting funding needs through strategic donor engagement and relationship management.
- ◊ Secured financial backing from a diverse group of donors, enhancing the organization's ability to meet its ministry and operational goals.

MICROSOFT

2012 to 2013

Retail Sales Leader*Highlights*

- Led a sales team in a fast-paced Microsoft Store, focusing on driving individual and team sales performance for all Microsoft products and services.
- Utilized relational-selling techniques to cross-sell higher-margin products, consistently closing sales with a customer-focused approach.
- ◊ Achieved the top 1% in individual sales goals, exceeding performance expectations and contributing to overall store success.

EDUCATION:**ASSOCIATION OF FUNDRAISING PROFESSIONALS** Fundamentals of Fundraising 2018**CEDAR PARK CHRISTIAN**

High School Diploma

2008

REFERENCES:

- Available Upon Request