

#### **PROFESSIONAL PROFILE:**

- More than 30 years of executive management experience with emphasis on project management, fundraising, strategic planning, leadership development and customer service
- Goal-oriented leader with an ability to manage multiple functions simultaneously
- Skilled communicator and creative problem-solver, able to effectively address cultural barriers; fluent in Spanish
- Able to build successful and long-lasting partnerships with organizations/people

#### **EXPERIENCE:**

9News 2021-Present

Executive Director of Social Responsibility and Community Affairs

- Ensuring DEI efforts internally are meeting targets
- Member of the leadership team influencing all aspects of company
- Responsible for reviving programs: 9Listens, 9Who Care, 9Cares Colorado Shares, Parade of Lights
- Build community relationships and support Corporate partners
- Partner with state and local governments to ensure representation

### Firefly Autism 2015 - Present

CEO/Executive Director

- Responsible for overall operations, budget & strategic planning, staff leadership development and Board relations
- Facilitate effective collaboration between administrative and clinical staff
- Lead policy, advocacy efforts on behalf of the organization
- Provide oversight to all finance operations including effective internal controls, electronic billing etc.
- Lead capital campaign effort to purchase/renovate new facility

#### Firefly Autism 2013 - 2015

Vice President of Social Responsibility and Development

- Built collaborative relationships with a wide range of strategic partners including foundations, corporate sponsors, other non-profit and private sector organizations; and advocacy groups
- Developed and implemented a comprehensive fund development plan that included: special events, corporate sponsorships, individual donor cultivation and planned-giving

• Developed and implemented a marketing platform for Firefly Autism schools in Denver and Grand Junction

#### **Denver Public Schools**

**Director of Community Partnerships** 

2011-2013

- Coordinated outreach efforts to Latino/monolingual Spanish-speaking community
- Developed and implemented outreach strategies for students and families of the LGBTQ and developmentally disabled communities.
- Coordinated and hosted the first Latino Education Summit
- Served as the liaison between parents and DPS School Board members

Arc Thrift Stores 2004 - 2011

Corporate Relations/Development Director

- Developed collaborative partnerships with corporations, non-profit organizations, and philanthropic organizations to achieve Arc's fundraising goals
- Supervised and actively participate in all grant-writing activities
- Coordinated all special events, including Arc's first annual Gala
- Developed and implement Arc's Latino community outreach strategy

## Office of Economic Development/Mayor's Homelessness Taskforce

Job Development Coordinator

2004-2005

- Created employment opportunities for Denver's homeless population
- Developed partnerships with Community College of Denver and Metro State University for continuing education opportunities for homeless population

KOHLS 2003-2004

#### **Executive General Manager**

Denver, CO

- Liaison with Corporate and General Contractor with New Store Construction and Hired 250 employees to implement all new store-opening procedures.
- Sales Development, Strategic Planning, Store Operations, Profit Control

#### SEARS ROEBUCK CORP.

2000-2003

#### **Executive General Manager**

Denver, CO

- Sales Development Implemented multifaceted sales strategy and merchandise presentation standards for a thirty-eight-million-dollar store. Improved store's profitability by 10 basis points.
- Strategic Planning Implemented Company's single largest Strategic Initiative designed to boost profits and guarantee the long-term viability of the corporation.

MERVYN'S 1997 – 2000

Store Team Leader

Denver, CO

- Sales Development Implemented multifaceted sales strategy and merchandise presentation for a fourteen-million-dollar store.
- Store Performance/Payroll control Analyzed and disseminated data related to store's performance. Tracked payroll through automated system to ensure goal of 100% was achieved. Recognized for top performing store in the district.

### **Field Operations Manager**

CO, UT, WA, ID

• Inventory Tracking – Implemented Mervyn's inventory tracking system – the single largest corporate initiative in its fifty-year history.

• Professional Development – Developed and implemented staff training module designed to prepare the leadership teams for rollout of afore mentioned initiative. Credited with the most successful rollout throughout the company.

## FOLEY'S DEPARTMENT STORES

1988-1996

#### Area Sales Manager

Denver, CO

- Staff Training and Development Implemented training program for all new employees in the area of sales, customer service and inventory control.
- Marketing and Promotion Ensured the timely and effective execution of the established marketing and promotion strategy.

## **COMMUNITY INVOLVEMENT:**

• Board Member

Mayors Latino Commission	2008 - 2011	
• Commission Member (Mayoral Appointment) Liaison to the Mayor regarding		
issues that impact the Latino community	, ,	
Escuela Tlatelolco	2004 - 2020	
• Board Chair - Public Relations/Fund Raising Committee/Flor Y Canto Festival s		
Mental Health Center of Denver (Mayoral Appointment)	2009 - 2016	
Board Member – Board Development and Finance Committees		
Clínica Tepeyac	2000 - 2010	
Vice Chair & Fund Development Committee Member		
Su Teatro	2006-Present	
Company member		
Kemp Foundation	2015-2016	
Board of Directors		
Latina Safehouse	2013-2016	
Board of Directors		
<b>Tepeyac Community Health Center</b>	2016-2022	
Board of Directors		
Clayton Early Childhood Learning Center	2017-2019	
Board of Directors		
Blue Star Recyclers	2017-2019	
Board of Directors		
Newsed Development Corp.	2018-2021	
Board of Directors		
Food Bank of the Rockies	2022-Present	
Board of Directors		
9Health 365	2022-Present	
Board Member		
Denver Urban Gardens	2022-Present	

## **EDUCATION AND TRAINING:**

1978 - 1982	Western New Mexico University, Business Administration
1995 - 1996	Colorado Hispanic Institute – Visiones Multicultural Leadership Program
2008	Denver Metro Denver Leadership Foundation – Impact Denver

# **RECENT AWARDS**

2021 9News Leader of the Year 2021 Denver Public Library/Eric Duran Community Leader of the Year