

PROFILE

High-energy, experienced nonprofit executive, skilled in alliance cultivation, financial oversight, team building, and stakeholder relations management. Able to apply skills gained and lessons learned from successful executive career in both the for-profit and not-for-profit sectors.

CORE COMPETENCIES

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|-------------------------------|-----------------------|----------------------|
| Development | Project Management | Planning |
| Alliance Cultivation | Stakeholder Relations | Revenue Generation |
| Systems Creation & Refinement | Financial Oversight | Nonprofit Management |

PROFESSIONAL EXPERIENCE

Private Consultant **2021 – Present** **Pittsburgh, PA**

Providing services to not-for-profit organizations. Interim/part-time/project management, development, strategic planning, process refinement, board & staff relations counseling.

Dreams of Hope **2013 – 2021** **Pittsburgh, PA**

Executive Director

Dreams of Hope is an arts-focused educational organization for and about LGBTQIA+ youth. Dreams of Hope programs provide young people safe space and community, develop youth leaders, create more inclusive and safer school environments, and increase understanding of marginalized communities.

Responsible for administrative and financial oversight, fundraising and revenue generation, and strategic direction. During tenure, doubled revenue, increased institutional funders by a factor of five, expanded programmatic reach tenfold.

Socius Partners, LLC **2002 – 2013** **Pittsburgh, PA**

Co-founder & Principal

Socius provided consulting services to organizations in the private and not-for-profit sectors. Clients included enterprises of all sizes, including start-up ventures and multi-national market leaders. Advised on activities related to strategic planning, business development, marketing, and capital formation. Engagements frequently included interim management roles, e.g., Vice President of Finance of custom motorcycle manufacturer; President of start-up web data services software developer; Director of Business Development of nanocrystal producer.

Marconi, plc **1999 – 2002** **Warrendale, PA**

Marconi was a worldwide provider of telecommunications and computer networking equipment.

Vice President, Finance & Commerce (2001 – 2002)

Network Solutions Group

Headed six-person group in North America and Europe; reported to Executive Vice President, Network Solutions Group. Responsible for assessing the financial and commercial viability of custom solutions developed for core customers. Served as unit's financial officer, responsible for budgeting, reporting, and financial control.

Established systems for providing business unit with financial analysis and modeling support. Managed \$20 million operating budget.

Assistant Treasurer, Americas (1999 – 2001)

Marconi Communications

Managed staff of 25 people in five U.S. locations; reported to the Treasurer. Headed the customer financing function in North, Central, and South Americas.

Negotiated and structured finance packages of debt and/or equity with telecommunication service providers. During tenure, negotiated \$200 million in customer finance agreements with attendant supply contracts of \$300 million. Established \$60 million "private label" leasing program under GE Capital.

FORE Systems, Inc.

1992 – 1999

Warrendale, PA

FORE Systems, a worldwide leader in the development, manufacture, and sale of computer networking equipment, was founded in 1990 and grew to a \$700+ million business when it was acquired by Marconi, plc in 1999.

Treasury Director (1997 – 1999)

Managed 14-person team, reported to CFO. Responsible for worldwide cash management, risk management, credit, collections, banking relations, and investor relations.

Secured \$60 million of synthetic lease financing for construction of 500,000 square feet of office and manufacturing space. Managed investment portfolio of \$300 million. Provided financial and market analysis in support of company's mergers and acquisition group.

Treasury Manager (1994 – 1997)

Headed three-person department; reported to CFO. Responsible for cash management, foreign exchange, insurance, and investor relations.

Authored investment and foreign exchange policies. Designed and managed corporate investor communications program, and managed relationships with 15 sell-side analysts. Provided financial and market analysis in support of company's mergers and acquisition group.

Senior Financial Analyst (1992 – 1994)

Reported to CFO. Responsible for financial analysis and reporting, cost accounting, and special projects throughout the company, including implementing first MRP system, standardizing engineering bills of material, creating job cost accounting system for non-recurring engineering projects.

GUIDance Technologies, Inc.

1987 – 1991

Pittsburgh, PA

Co-founder and Executive Vice President

GUIDance produced a suite of tools for development of software applications with graphic user interfaces.

Computer Possibilities, Inc.

1986 – 1988

Pittsburgh, PA

Co-founder and Executive Vice President

Computer Possibilities developed user-training and marketing materials for leading makers of advanced computer systems. Computer Possibilities merged with GUIDance Technologies in 1988.

BOARD EXPERIENCE

Dreams of Hope (2012 – 2021)

Dreams of Hope is an arts-focused educational organization for and about LGBTQIA+ youth.

2013 – 2021: Executive Director
2012 – 2013: Board Treasurer

Pittsburgh Filmmakers/Pittsburgh Center for the Arts, Pittsburgh, PA (1998 – 2015)

PF/PCA was a nonprofit organization committed to artistic excellence in visual arts.

2008 – 2013: Board President
2004 – 2008: Board Vice President
2000 – 2004: Board Treasurer

Magee Women's Health Foundation, Pittsburgh, PA (2004 – 2005)

MWHF supports Magee Women's Research Institute, an independent research institute focused on women's health.

PanGo Networks, Pittsburgh, PA (1999 – 2002)

PanGo was a pioneering firm in personal area networks; acquired by InnerWireless, Inc.

EDUCATION

Duquesne University, Pittsburgh, PA

Master of Business Administration. Concentration in Finance.

University of Massachusetts, Amherst, MA

Master of Computer Science. Concentration in Artificial Intelligence.

Iseberg School of Management, University of Massachusetts, Amherst, MA

Bachelor of Business Administration. Concentration in Management and Marketing.

OTHER

Photographer, www.SethRosenbergPhotography.com

Divemaster, National Association of Underwater Instructors, 2001 – 2011

Adjunct Faculty, Robert Morris University, Moon Township, PA, 2008