

PATRICIA DARLING

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EXECUTIVE DIRECTOR

Bilingual English / Spanish Change Agent and Fund-Raiser who Leads with Passion and Vision

Non-profit executive and current CEO of Families and Schools Together Inc. who transforms organizational challenges and infuses viability and passion into local and national organizations. Fiscally rejuvenating, with talent for devising financial and programming solutions that empower staff and constituents. Achieves results for children and families through unique relationships with academic, business, and government entities.

ACCOMPLISHMENT HIGHLIGHTS

- **After closing doors of national non-profit for lack of funds 6 months after taking Executive Director position, turned around finances and served 64,000 people in following 7 years, recently securing \$2.5M account.**
- **Strengthened and expanded employment and training services delivery system in 3 Illinois counties.**
- **Changed landscape of social service delivery in City of Aurora, IL, to provide highly accessible services to children and their families.**

AREAS OF EXPERTISE

- ◆ Budget & Fiscal Management
- ◆ HR Management
- ◆ Strategic Planning
- ◆ Fundraising / Donor Cultivation
- ◆ Operations Management
- ◆ Community Collaboration
- ◆ Capital Campaigns
- ◆ Program Development
- ◆ Program Evaluation

PROFESSIONAL EXPERIENCE

FAMILIES AND SCHOOLS TOGETHER INC., MADISON, WI

May 2005 – Present

Premier National non-profit that disseminates FAST, an award-winning program that increases parental involvement and engagement in education. \$1M budget; generates \$350M in financial resources for local communities.

CEO / Executive Director

Tripled revenues of struggling organization to \$1M and prevented its demise during economic downturn by designing and implementing new sales strategies and strategic planning initiatives. Motivated and mentored 65 executive and operational staff, as well as members and volunteers, to shape organizational culture consistent with mission. Reached potential funders and customers by presenting at 25 to 85 national conferences per year.

RESULTS ACHIEVED IN THE FACE OF CHALLENGE

- **Stabilized finances, working closely with non-fundraising board of directors, by adopting new sales approach for organization that had been relying on grants.**
 - *Tripled revenues to \$1M and built \$1M reserve account; secured new \$2.5M account.*
 - *Enrolled Communities in Schools (CIS) which received \$500K federal grant from Office of Juvenile Justice.*
 - *Won 2 grants totaling \$450K from the Office of Justice Assistance–Wisconsin.*
- **Boosted program sales during recession.**
 - *Oversaw sales for entire organization serving 92 customers (mental health, substance abuse, schools, government and other community-based organizations) who operate 325+ FAST programs per year.*
 - *Sold 370+ programs per year, increasing number of sales YOY 2009-2013.*
- **Grew revenues 50% by heading and owning buy-out of competing program, The Alliance.**
 - *Negotiated transfer agreement in conjunction with attorneys, Alliance staff, and key board members.*

FAMILIES AND SCHOOLS TOGETHER INC. (CONT'D)

- **Extended reach of program to 46 states and 15 countries.**
 - Created *parental involvement programs* by collaborating with schools, churches, CBOs, and government.
 - Disseminated *FAST model nationally* by partnering with CIS National Network and FAST national office. Key clients obtained: Philadelphia and State of Virginia.
- **Reinvigorated flagging program development efforts.**
 - Joined *UW-Madison in research* that provided evaluative information suitable for funders.
 - *Integrated research results into FAST Program deliverables* and organized all trainings on new initiatives.
- **Improved customer service delivery that had been marked by frequent customer complaints.**
 - Achieved *unprecedented positive customer feedback* through collectively designed assessment and plan.
 - *Outperformed all other evidenced-based programs in the country.* SAMHSA invited other programs to model QA programs after FAST's.
- **Turned around ineffective evaluation department with unacceptable 4-month lag on reports.**
 - *Saved 65%+ production costs* through automating reports; shortened turnaround time to just 6 weeks.

COMMUNITIES IN SCHOOL, AURORA, IL

April 2000 – April 2005

Non-profit that collaborates with schools and community to support students to stay in school and achieve in life.

EXECUTIVE DIRECTOR

Established vibrant non-profit by working with 25-member fund-raising Board.

RESULTS ACHIEVED FOR ORGANIZATION IN ITS INFANCY

- **Resurrected fundraising efforts stagnant for 3 years prior to on-boarding.** Cultivated donors and developed resource strategy of capital campaigns, special events, planned giving, and grant writing.
 - *Nearly doubled budget from \$65K to \$1.8M and rocketed number of clients served from 60 to 10,000* through nurturing collaborations and allocating \$1M to 52 organizations.
 - *Obtained and administered \$3.5M Youth Build grant* for local youth and family programs.
- **Created "Funders Consortium" to centralize funding process for City.**
 - *Changed collaborative landscape*, enabling single point of contact and application/hearing process.
- **Transformed county's fragmented social service delivery system** by identifying human services needs and establishing system of care to be delivered in schools, providing for easy access by families.
- **Conducted capital campaign that raised \$500K to build alternative school and \$250K/year maintenance.**

AWARDS

- ◆ Achievement Award, National Association of Counties (NACo) ◆
- ◆ Leadership Award, National League of Cities (NLC) ◆
- ◆ Wisconsin Governor's Award for Innovation ◆

EDUCATION

B.S. in Management | NATIONAL LOUIS UNIVERSITY - ONLINE, Chicago, IL

B.A. in Social Work & Counseling | GOVERNOR'S STATE UNIVERSITY, Park Forest South, IL

COMMUNITY LEADERSHIP & AFFILIATIONS

Commissioner | STATE OF WISCONSIN – OFFICE OF JUVENILE JUSTICE | 2006 – 2015

Patricia was very eager to transition out of her current position. We chose a format appropriate for the non-profit world (yes serified fonts!) and emphasized her success with turnarounds, her mad fundraising skills, her bilingual capabilities, her passion for making a difference for children and families, and her strong connections with community and government institutions. We organized her bullets in sections based on her biggest accomplishments, followed by sub-bullets of how she reached those goals.

We chose a serified font and format that's a bit "old school" while being clean and professional. In my experience with non-profit executives, this format continues to be very successful. It was for Patricia.

Pat was extremely successful with this resume. She received several job offers within just a few weeks, and accepted a position she loves as a CEO at a Chicago non-profit.

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