

EXECUTIVE NONPROFIT LEADERSHIP & MANAGEMENT

7331 MONICA LANE EVERGREEN CO 80439 | 303-881-6786 | RSOLOSKY@COMCAST.NET

PROFILE:

A strategic EXECUTIVE-LEVEL LEADER, MANAGER, & ENTREPRENEUR, seasoned through hundreds of EFFECTIVE BUSINESS PARTNERSHIPS and TEAM BUILDING activities, with an accomplished track record of INCREASING REVENUES, MARKET AWARENESS, & SUSTAINABILITY through savvy business acumen.

CORE KNOWLEDGE, & PROFESSIONAL EXPERTISE:

- P&L Responsibility
- Financial Management
- Grants Management
- Staff & Volunteer Mgmt
- Strategic Planning
- Advocacy & Public Policy
- Program Development
- Community Outreach
- Operations Management
- Fundraising & Development
- Marketing & Communications
- Board-Level Leadership

SELECTED ACHIEVEMENTS

- **Proven Startup & Turnaround Management Expertise:** Executive-level business leadership over a 15 year period, determining corporate strategic business direction. Financial and operations management included responsibility for profit and loss, customer satisfaction, and project management. Coordinated and managed sales & marketing activities including creation of marketing plans, corporate identities and value propositions, formulating pricing schedules for four distinct products. Developed the distinct B2B and B2C brand messages at each company and identified and managed key external business partner relationships.
 - Have successfully started 4 separate business ventures, including two software development companies, growing one to over \$1M in revenue.
 - Proven track record of increasing revenue: growing revenue at U2logic by over 30% two years running.
- **Adept at Restructuring & Repositioning Nonprofits for Maximum Effectiveness:** Have effectively refreshed and repositioned organizational brands, corporate identities, marketing collateral, and websites for dozens of organizations & companies. Experienced in financial review with cash-flow analysis and stop-gap reorganization, resulting in significant expense reductions and efficiencies. Accomplished in SWOT analysis, board skills assessment, market position analysis, renewing vision and strategic direction. Experienced in revising and restructuring programs adding outcomes measurement and case management tools which lay the groundwork for data analysis and program development.
 - Lead, facilitated, & represented collaboration & communications between 17 regional chapters with over 800 members of a national association with 2,000 total members.
 - Instrumental in founding two nonprofit organizations, driving membership of one to over 5,000 members, while managing a staff of over 2 dozen volunteers.

NONPROFIT EXPERTISE:

A broad range of experience & expertise gleaned from leading & managing, nonprofit organizations over a 15+ year timeframe as executive, consultant, and volunteer:

- **Strategy & Organizational Development:** Broad level of experience in facilitating and implementing strategic planning, including financial, trend, competitive, lifecycle, & SWOT analysis, cash flow management, and program assessment and development.
- **Marketing & Public Relations:** Broad expertise with the creative process: sales, marketing, promotions, and public relations, web design, content marketing, & social media. Proficient in publication design, content development, editing, web presence and content development. Published author of over two dozen magazine articles and frequent blogger and presenter at events, conferences, and meetings.
- **Fundraising:** Extensive experience with financial resource development: individual giving, grants, & proposals, case statements, sponsorships, & events; managing dozens of successful fundraising efforts.
- **Advocacy & Public Policy:** Experienced through development & participation in several successful campaigns raising awareness of divergent issues for the disabilities community, environmental issues, and neighborhood to statewide concerns
- **Board Leadership:** Executive-level memberships holding positions including: Chairman, Vice Chair, Secretary, Treasurer, and Member, as well as, providing consulting expertise on board development.
- **Staff & Volunteer Management:** Have effectively motivated & supervised from 2 - 60 employees and volunteers by earning trust and building respect through engaging rapport, humor, compassion, collaborative goal setting, and operative communications.

EDUCATION

- **Master of Nonprofit Management** - Regis University - June/2010.
- **Bachelor of Business Administration** - Western Michigan University, Management & Marketing

CAREER OVERVIEW/ EXPERIENCE

- **Questus Strategies:** Senior Consultant - Nonprofit Organizational Development - 11/2005 - To Date
- **Families & Allies:** Executive Director - 2/2009-2/2010
- **U2logic:** Director of Business Development - 7/2003-11/2005
- **Innovative Dynamics, Inc.:** CEO/President - 1996-2003
- **Practical Software Solutions, Inc.** - Vice President, Sales and Marketing - 1990-1996
- **Interim Management: Clean Trails:** Executive Director - 7/2013 – 12/31/2016 | **Hope for Widows:** Executive Director - 8/2011-4/2012 | **Community Living Alternatives:** Marketing Director – 7/2015 – 3/2016 | **Carson J Spencer Foundation:** Social Enterprise Architect – 7/2016 – 3/2017
- **Board & Volunteer: Clean Trails:** Treasurer - 7/2013 – 12/31/2016 | **Alpine Rescue Team:** CEO/President - 1/2005-1/2007 | **Mountain Rescue Association:** Rocky Mountain Regional Chair – 2009 & 2010 | **CityWild:** Treasurer/ Director – 7/2015 – 3/2016 | **Horizon Adventures** – VP/Director – 17/2008 – 3/2014