**Qualifications Profile**

* Built solid partnerships with numerous director-level leaders in companies and foundations
* 10 years of experience leading and coordinating trainings for adult learners; topics have included communication skills, DISC profiles, STEM subjects, and performance tasks
* West Point graduate and former U.S. Army Captain
* Over 10 years of leadership experience managing teams from 10 to 50 employees
* Managed and monitored budgets ranging up to $1 million and maintained 100% accountability

**Work History**

10/2019 – current **Asst. Development Director**, NC State University, Raleigh NC

Focused on building and sustaining partnerships with industry partners and foundations to lead development efforts for a K-12 teacher fellowship program managed by the Chancellor’s office

* Manage $800K portfolio of gifts and grants with leading employers and funders in North Carolina
* Built innovative partnerships with organizations like Facebook, Biltmore Farms, Eaton, and the Burroughs Wellcome Fund
* Coordinate development efforts for the Kenan Institute Board of Trustees and the Kenan Fellows Program Board of Advisors

4/2017 – 6/2019 **Vice President, Project Lead The Way,** Cary NC

Created partnerships with corporations and foundations to support a national network of 12,000 K-12 schools and led professional development efforts for STEM teachers

* Initiated and managed corporate/foundation relationships with organizations like NASA, Liberty Mutual, Metlife, Syngenta, Cargill, Mazor Robotics, Infosys, and EPA
* Partnered with medical professionals to coordinate teacher visits to the Wake Forest Center of Regenerative Medicine and the Nicholson Robotic Surgery Center
* Acquired gifts ranging from $10,000 to $750,000
* Coordinated training sessions for teachers in Orlando, Washington DC, and Raleigh; topics covered robotic surgery, biotechnology, and Microbit programming

4/2016 – 4/2017 **Director of Business Services, NC Dept. of Commerce**, Raleigh NC

Partnered with industry, workforce board staff members, and higher education partners to implement statewide workforce programs

* Created and managed a new $1 million sector grant (WIOA) program to meet regional talent issues and marketed the program to leaders across the state
* Managed a department of 12 staff members, and directly managed 2 supervisors
* Implemented a communications campaign to increase awareness of Work Opportunity Tax Credits
* Partnered with the Biltmore Estate to lead change management training to the department

10/2013 – 3/2016 **Director, Industry Partnerships, NC New Schools**, Raleigh NC

Led strategic initiatives and programs for work-based learning in partnership with industry and higher education leaders in North Carolina

* Worked with entrepreneurs, NC State College of Design, and Cisco Systems to develop and implement a statewide Innovation Challenge program for high school students
* Partnered with companies such as Coca Cola Consolidated, Ingersoll Rand, Duke Energy, Siemens, Syngenta, BASF, and LORD Corporation to provide work-based learning for staff and students
* Helped plan and manage several K-12 professional development conferences with audiences ranging from 500-800 participants

3/ 2010 – 10/2013 **Program Mgr. Capital Area Workforce Board/EDSI,** Raleigh NC

Created and managed strategic partnerships with businesses and led an innovative program for unemployed clients to find job opportunities and training certifications

* Created “Backpacks to Briefcases” program that helped 90 recent college graduates to transition into the workforce by providing soft skills training and paid internships
* Managed $2 million of federal funding which paid for staff salaries, community college training classes for job seekers, and workplace learning funds
* Managed a team of 9 staff members who focused on OJT placements which included business outreach and career advising

1/2008 – 3/2010 **Owner, President, Coach Kain, LLC**, Raleigh NC

Provider of custom leadership and change management seminars to organizations across the country.

* Worked with NC State College of Management staff to improve internal communications and teamwork
* Facilitated DISC behavior analysis and training for Novartis Animal Health customers to improve internal communication between departments
* Delivered communications and customer service training to Cary Police Department

9/2004 – 1/2008 **Account Manager, Orion International**, Cary NC

Partnered with global companies to connect them with transitioning military leaders and technicians

* Implemented custom hiring events with companies such as ABB, Pepsi Bottling Group, Frito Lay, Johnson Controls, Valspar Paints, Ingersoll Rand, Georgia Pacific, and Inland Paper
* Planned and implemented hiring events in Orlando, Atlanta, and Raleigh for military veterans.
* Led training sessions for veterans on interviewing and communications skills
* Closed over $750K in sales over 3 years

6/1992 – 6/1997 **Captain**, U.S. Army, Fort Bragg, NC

Led departments ranging from 15 to 50 staff members as a Communications Officer

* Supported 18th Airborne Corps and UN Task force (Somalia) with tactical communications solutions
* Led training sessions for groups on communications technology and military tactics

**education**

**Bachelor of Science in Engineering Management |** *Dean’s List*

U.S. Military Academy – West Point, 1992

**COMMUNITY**

Panther Creek HS, Board of Advisors, Chair

HOPE Worldwide – Missions volunteer

Triangle Church – Ministry leader