

DANI FLORES
Dani.flores888@yahoo.com
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EDUCATION

MNM, Regis University, Denver, Colorado
Expected graduation – May 2011

Bachelor of Arts, Communication – Corporate / Organizational Development
Northern Illinois University; DeKalb, IL
** School of Liberal Arts - Deans List*

PROFESSIONAL PROJECT EXPERIENCE

CONSULTING

Business Development Associate II

Office of Economic Development – City and County of Denver
Denver CO

Community Outreach Consultant

Indianapolis University Purdue University Indianapolis (IUPUI) Indianapolis IN
The Polis Center, a higher education nonprofit, working with Social Assets and Vulnerabilities Indicators (SAVI) promoting capacity building with technology

- Annual conference planner, research, marketing and outreach coordination to support major funding

Fundraising Consultant

Art with a Heart Indianapolis IN
Children's art education nonprofit.

- eTapestry consultant Donor development

Marketing and Development Manager

Indianapolis Resource Center for Independent Living, Inc. (IRCIL) Indianapolis IN
Disability awareness nonprofit - Responsible for organizational marketing and donor development.

- Streamlined five database systems into a centralized donor program

Project Lead / Consultant

JobWorks Inc Central Indiana IN

A workforce development and central Indiana community collaboration of providers serving individuals with cognitive and physical disabilities.

- Procurement & management - on time, under projected budget
- Coordinated training for workforce staff and strategic partners to serve individuals with disabilities
- Implemented marketing strategies to increase awareness

Regional Consultant

JobWorks, Inc. South Bend IN

Responsible for all business aspects related to implementing an Indiana Workforce Development initiative for a nonprofit within a regional territory.

- Program Management - researched, designed, implemented and managed job search training program delivered to more than 100 dislocated professionals, resulting in employment of 25 within first six months, far exceeding goal of placing 24 individuals within 12 months
- Developed relationships with media – public and private television, radio, and newspapers
- Facilitated and coordinated weekly events and authored all marketing collateral

Consultant / Executive Director (Volunteer)

Business & Professional Exchange (BPE), Inc. Indianapolis IN

Planning, organization and fulfillment of contract negotiations, procurement, and organizational restructuring for a statewide workforce grassroots nonprofit.

- Negotiated Indiana Workforce Development partner grant to deliver job seeking training/facilitating services for white-collar job seekers
- Deployed organization marketing portfolio utilizing Cisco System and Exact Target

Program Director

Dungarvin Indiana Mishawaka IN

Managed 35 direct care providers for individuals with cognitive and physical disabilities on a 24-hour, 7-day week schedule for a multi-state service provider. Performed all human resources functions - interviewing, hiring, firing and training to ensure exceptional client care.

- Enhanced reputation of organization developing relationships with social service agencies, opening lines of communication, and collaborating with agencies on client needs
- Improved customer service developing effective working relationships with clients, agencies, direct care providers, and client family members
- Youth and adult case management and individual development plans

Membership & Marketing Director

YMCA of Michiana South Bend IN

Successfully managed four departments including marketing, membership, facility and child care.

- Increased membership volumes
- Authored public relations collateral - newsletter, press releases, web site and quarterly brochure

Community Relations Liaison

McHenry County Public Action to Deliver Shelter (PADS) Crystal Lake IL

Increased public awareness by implementing public relations and training for a rural homeless shelter.

- Created a volunteer training program to attract and retain active volunteers - talent assessments, placing volunteers in effective and desirable roles, and evaluating performance - program resulted in higher volunteer satisfaction rate and increased retention.
- Spearheaded successful fundraising events – run/walk, bowling, dinner/auction, golf, garage sale
- Developed collaborative relationships with media

Program Director

YMCA of McHenry County Crystal Lake IL

Successfully managed four youth/adult programs serving membership of more than 600 families.

- Increased accountability and transparency implementing program and financial processes
- Coordinated and managed program events and three annual fundraisers for approximately 600 members
- Authored all marketing collateral for programs and fundraising

CONTINUOUS PROFESSIONAL DEVELOPMENT

- Grant writing Workshop, United Way of Central Indiana, 2009
- Performance Measurement for Executive Directors, IUSB-SPEA, United Way of Elkhart County, 2006
- Certified Training Consultant, *Ball State University*, 2006
- Change Management and Recruiting & Retaining Workforce Development Participants, *IUPUI*, 2006

Member – The Colorado Nonprofit Association
Participant – Association of Fundraising Professionals, Colorado and Indiana