

STRATEGIC LEADER

15-year track record of driving significant growth, cultivating high-value relationships, and successfully negotiating contracts to support substantial gains in revenue.

Accomplished business development executive with an acute focus on establishing collaborative environments and cultivating partnerships with a wide range of institutions to maximize impact and expand brand presence across the East Tennessee region.

PROFESSIONAL IDENTITY

- A connector of people and opportunities
- Focused on building strong relationships to advance shared goals
- Experienced, empathetic team leader oriented to achieve established goals
- Driven but caring

CONTACT ME



(865) 770-9958



wadec11@bellsouth.net



122 Mistletoeberry Road Oak Ridge, TN 37830

PROFESSIONAL EXPERIENCE

Director of Development

East Tennessee Children's Hospital | Knoxville, TN 11/2021 - 05/2022

- Responsible for the leadership and management of the Development Department staff, manages all operational and administrative aspects of the department.
- Responsible for the planning and implementation of programs, projects, and activities
 designed to seek, receive, and administer charitable contribution to the hospital.
- Responsible for staffing all Development operations except those that report to CEO.
 Directs fundraising, community awareness and other initiatives of the hospital for promoting support in the community

Community Engagement Manager

02/2019 - 10/2021

Protocol and Communications Specialist

09/2018 - 02/2019

UT-Battelle / Oak Ridge National Lab | Oak Ridge, TN

- Planned and executed ORNL's public outreach with emphasis on STEM education outreach, corporate philanthropy, and employee engagement
- Supported the Lab Director's Office in the execution of UT-Battelle's Commitment to Excellence in Community Engagement in their contract with the U.S.
 Department of Energy
- Reversed 5-year negative trend in employee workplace giving through the annual fundraising campaign raising a total of \$818,000 for local causes

President & CEO

Roane Alliance | Kingston, TN 03/2014 - 09/2018

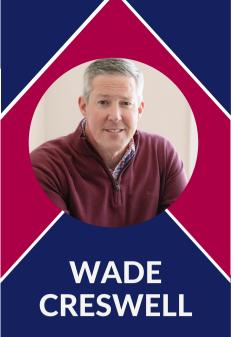
- Provided comprehensive leadership, vision, and strategic planning for a key organization driving Roane County's economic growth.
- Negotiated new capital projects for industrial development within the county by identifying opportunities, and cultivating valuable alliances with industry leaders
- Managed operational budget, fundraising, and funding-allocation protocols for 4 organizations while streamlining processes to reduce costs
- Served as President of Roane County Chamber of Commerce, CEO for Roane County Industrial Development Board, and CEO of Roane Tourism to build a unified strategic plan for historic-levels of economic growth

VP of Development, Public Relations & Health Services

Michael Dunn Center | Kingston, TN

07/2007 - 03/2014

- Authored strategic development plans and dramatically grew donation revenue for an organization with over 90 staff and a \$3M+ annual budget.
- Generated unprecedented gains in donor base, increased donations to over \$250K annually, and built long-term, sustainable relationships
- Secured mutually beneficial relationships with media outlets, community leaders, and key decision makers to promote the center's mission
- Created innovative events, established a new fundraising office, and authored tactical marketing plans to drive growth



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ADDITIONAL EXPERIENCE

- Organon USA, Inc. | Knoxville, TN Territory | Territory Manager | 11/2004-07/2007
- R&S Pharma| Knoxville, TN |Sales Representative | 06/2004 11/2004
- City of Kingston, TN | Vice Mayor | 07/2005 07/2007
- City of Kingston, TN | City Council Member | 07/2003 07/2005
- Michael Dunn Center | Kingston, TN | Assistant Director of Nursing | 06/2001 06/2004
- St. Mary's Medical Center Medical Staffing Network |Knoxville, TN |Staff Nurse |07/2000 07/2001
- Roane Medical Center| Harriman, TN | Charge Nurse Emergency Department | 01/1999 – 07/2000
- Registered Nurse, State of Tennessee, License Number 118149, Exp. 5/31/22

COMMUNITY LEADERSHIP

- Board of Directors | Roane State Community College Foundation | 1/21 11/21
- Board of Directors | Alliance for Better Nonprofits | 2018 2021
- Board of Directors | Children's Museum of Oak Ridge | 2019 2021
- Board of Directors | Greenwood School Education Foundation | 2018 Present
- Advisory Board | East Tennessee Children's Hospital Development | 2015 2021
- Workforce Advisory Council | TN Chamber of Commerce & Industry | 1/2021 10/2021
- Executive Council | Tennessee STEM Innovation Network | 5/2021 11/2021
- Board of Directors | East Tennessee Economic Council | 2015 2017
- Advisory Committee | East Tennessee Economic Development Agency | 2014 2018
 East Tennessee Regional Leadership | 2015
- Leadership Oak Ridge | 2020
- Leadership Roane County | 2004

AWARDS & RECOGNITION

- Postma Young Professional Medal | East Tennessee Economic Council | 2016
- Best Leader Award | East Tennessee Regional Leadership | 2015
- Paul Goldberg Young Professional Award | Roane County Chamber of Commerce | 2012

EDUCATION

- Master of Business Administration | University of Tennessee, Knoxville, TN
- Bachelor of Science, Nursing | East Tennessee State University, Johnson City, TN
 - Graduated cum laude, Class Rank #1 of 60
- Associate of Science | Roane State Community College, Harriman, TN
- Economic Development Institute Graduate | University of Oklahoma, Norman, OK
- Institute of Organizational Management Graduate | US Chamber of Commerce Foundation