



## PROFESSIONAL EXPERIENCE



# WADE CRESWELL

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

### 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