

JOHN FRANCIS

360 Loveland Drive • Longmont, CO 80045 • (303) 633-9987 • J.Francis@johnsontech.com

VICE-PRESIDENT

Globally astute consulting principal with consistent history of exploding firm revenues. Able to drive results through leadership, subject matter expertise, and precise efficiency methodologies. Highly skilled at developing products and systems resulting in \$1M to \$20M in cost savings. Known for building two \$MM companies and establishing effective relationships with Fortune 500 clients.

Core Competencies:

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|-------------------------|---------------------------------|--------------|
| ♦ Rapid Business Growth | ♦ Large Staff / Team Management | ♦ Innovative |
| ♦ Change Management | ♦ Complex System Implementation | ♦ Agile |
| ♦ Start-up Development | ♦ Product Lifecycle Mapping | ♦ Precise |
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PROFESSIONAL EXPERIENCE

STRATEGIC PARTNERSHIP MANAGEMENT

- Performed grassroots development and canvassing to achieve community-focused collaboration with donors, community partners, and local businesses. Achieved financing for student school supplies support initiative.
- Collaborated on high-level events with community leaders. Raised \$1.1M.
- Developed relationships with target constituents to further support and achieve votes. Candidate won position by 35% margin.

COMMUNITY RELATIONS

- Interacted with constituents to understand and document needs. Established resolution process.
- Served as liaison between organization, government organizations, and the public.
- Led public outreach through media relations and publications.

PUBLIC RELATIONS

- Delivered speeches and attended fundraising and other events as surrogate public official.
- Received major contributors, community leaders, and target constituents at public events.

GRANT ACQUISITION & FUNDRAISING

- Developed financial resources through grant writing, donor cultivation, government contracts, and special events. Achieved \$3.5M in 18 months, the all-time highest fundraising level.
- Exceeded self-led fundraising record within first 10 months of following year.

FISCAL MANAGEMENT

- Managed operational budget of over \$1M.
- Oversaw monthly profit and loss agendas integrating both real and predicated funding sources.

HUMAN RESOURCES

- Coordinated scheduling and workloads for 8 employees and 25 volunteer staff.
- Implemented training programs that earned numerous awards for outstanding performance.

WORK HISTORY

- MEALS ON WHEELS OF DURHAM; Durham, North Carolina
Executive Director, Chief Executive Officer (2007 – Present)
 - CONGRESSIONAL CAMPAIGN MANAGER; Portland, Maine
Major Fundraising, Strategic Plan Development, Marketing and Public Relations (2007)
 - GOOD GAME FOUNDATION; Portland, Maine
Executive Director (2006-2007)
 - CITY COUNCIL of SAN ANTONIO, TEXAS; San Antonio, Texas
Chief of Staff, Senior Political Advisor, Council Aide (2005-2006)
 - SAN ANTONIO INDEPENDENT SCHOOL DISTRICT; San Antonio, Texas
Middle School Teacher (2002-2005)
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EDUCATION

- **Wayne State University** (Detroit, MI): MBA, Business Administration
 - **University of Michigan** (Ann Arbor, MI): BA, Business Information Systems
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PRESENTATIONS & PUBLICATIONS

Selected results from 46 instances since 1990 (career total of 66):

- *Developing Process Maturity in eCommerce*; Oakland University Technology Forum (2008)
 - *eProcurement Solutions Today*; Forum of Johnson Technology (2007)
 - Session Developer and Chair for Hot Topics at IFT (2007)
 - *Industry in Transition: The Complete Outsourced HR Guide*; Panel discussion at OpenWorld (2006)
 - Speaker for Bank Of America Technology Summit (2005)
 - *TC America's Distributed PC Technology*; Intel Technology Forum (2004)
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BOARD POSITIONS

- **Habitat for Humanity**; Loveland, CO (2004-2005)
- **Extreme Neighborhood Makeover**; Loveland, CO (2003-2004)
- **YMCA**; Boulder, CO (2003-2004)