

# John W. Student

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## EDUCATION

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**University of Pennsylvania** Philadelphia, PA May 2009  
M.S., NGO/Nonprofit Leadership  
*Curriculum integrates strategic planning, finance, group dynamics, and social policy with leadership development.*

**Syracuse University** Syracuse, NY May 2003  
B.A., Policy Studies (Concentration: Health, Human Service, and Education Policy) and French  
Minor in Political Science  
*Graduated Summa cum Laude, Phi Beta Kappa*

## EXPERIENCE

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**Wachovia Regional Foundation** Philadelphia, PA October 2008 – April 2009  
*Leadership Practicum - Graduate Intern*

- Reviewed proposals for community planning and implementation grants
- Drafted funding recommendations for the WRF Board of Directors
- Participated in site visits and meetings with grantees
- Planned meetings and special events

**Work, Achievement, Values & Education (WAVE), Inc.** Washington, DC August 2005 – August 2008  
*Program Development Specialist*

- Developed relationships with individual, foundation, corporate, and government donors/partners and potential donors/partners. Highlight: *Helped raise \$2,204,602 over three years.*
- Researched, prioritized, and recommended potential funding opportunities. Highlight: *Increased grant revenue from foundations and corporations for three consecutive years.*
- Wrote and edited reports to funders, fundraising appeals, and letters. Highlight: *Helped increase the number of individual donors by 70% in my first year and by 92% over my three year tenure.*
- Responded to funding proposals. Highlight: *Increased and sustained partnerships between WAVE and multiple local government agencies, private funders, as well as two local schools resulting in three years of new after school and summer programming for 250 Latino newcomer youth.*
- Supported and maintained communications systems, including CRM database Salesforce. Highlight: *Helped populate database with 5,030 donor prospects, donors, corporate and foundation contacts, teachers, youth development professionals, and youth, as well as 852 new website leads.*
- Managed variety of development, marketing, and administration tasks for the organization and for special events such as the annual WAVE Education Golf Classic. Highlight: *Total revenues increased by 61% (and net income by 57%) during my three year tenure.*
- Hired, managed, and provided daily guidance for up to 5 interns throughout the year.

**Points of Light Foundation** Washington, DC July 2004- August 2005  
*Program Associate, Knowledge Management and Product Development*

- Project Manager for development and dissemination of tools and products to support constituent and market needs within Foundation
- Liaison with the Knowledge Management and Product Development unit in designing the product development process
- Served as internal consultant to both internal and external clients, including vendors and partner organizations

<b>Saint Gabriel's College</b>	Bangkok, Thailand	May 2003- May 2004
<i>English Instructor (Primary)</i>		
<ul style="list-style-type: none"> <li>• Prepared lesson plans, examinations, homework, and class work assignments</li> <li>• Served as service project assistant, summer camp instructor, and volunteer for school charity events</li> <li>• Provided after-school tutoring</li> <li>• Served as volunteer at government-run orphanage for children infected with HIV/AIDS</li> </ul>		

## HONORS

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- Emerging Leader Award, University of Pennsylvania School of Social Policy and Practice (2009)
- Ann Reese Nolan NPL Leadership Scholarship (2008)
- Phi Beta Kappa (2003)
- Syracuse Honors Society (2003)
- National Society of Collegiate Scholars (2003)
- Golden Key Honor Society (2003)
- *Who's Who Among Students in American Universities and Colleges* (2003)

## VOLUNTEER AND LEADERSHIP EXPERIENCE

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<b>DC Council of Big Brothers Big Sisters</b>	Washington, DC	May 2007 – Present
<i>Founding Member and Vice-President, Fundraising</i>		
<ul style="list-style-type: none"> <li>• Organized group events for Bigs and Littles in Washington, DC</li> <li>• Solicited support for the volunteer-led council from corporate donors</li> <li>• Co-chaired monthly meetings</li> </ul>		
<b>Big Brothers Big Sisters of the National Capital Area</b>	Washington, DC	May 2005 – Present
<i>Mentor</i>		
<b>DC Children and Youth Investment Trust Corporation</b>	Washington, DC	June 2009
<i>Grant Reviewer</i>		
<b>Youth Service America</b>	Washington, DC	February 2008
<i>Grant Reviewer</i>		

## SKILLS

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Proficient in Microsoft Word, Excel, PowerPoint, Salesforce (CRM database)  
 Fluent in French, literate in Spanish

## INTERNATIONAL STUDY/TRAVEL

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Strasbourg, France – Syracuse University Study Abroad Program (Spring 2002)  
 Volunteer in bilingual kindergarten, *Jardin des Enfants*  
 Globalization Seminar – Studied banking, fashion, and commercial industries in Western Europe (Summer 2002)  
 Asia – Thailand, Vietnam, Cambodia, Hong Kong, India, and Nepal (2003-2004)