

KAREN GLASS

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PHILANTHROPIC FUNDRAISER

Over 20 years of experience visualizing, developing, and running profitable events and business initiatives. Demonstrated ability to achieve targeted results by using marketing and management skills to identify innovative opportunities, oversee multi-faceted projects and lead teams in dynamic environments. Highly collaborative leader and trainer.

Event Planning & Implementation | Staff Management | Strategic Planning & Budgeting
Team Collaboration & Training | Prospective Donor Assessment | Marketing & Public Relations
Project Development & Management | Volunteer Recruiting & Training

FUNDRAISING EXPERIENCE

- Inner City Academy**, *Board Member, Founder, Development Co-Chair*, New York, NY 2002—Present
- Raised over \$3 million for public college prep high school located in one of the poorest congressional districts. Created “Feed Your Head” Benefit concept.
- 10K Race Team, Important Nonprofit**, *Volunteer, Community Liaison*, Suburbia, NY 2016—2018
- Coached and advised Suburbia High School students running 10K Race. Combined events raised \$300,000+.
- Suburbia Educational Foundation**, *Trustee, Chair*, Suburbia, NY 2010—2017
- Raised and distributed over \$3 million in private funds for Suburbia School District to enhance curriculum.
- Family Shelter Project**, *Board of Directors, VP, Development Co-Chair*, New York, NY 2002—2011
- Raised over \$8 million by transforming Stay Safe Benefit for organization serving victims of domestic violence and related forms of gender violence.

CORPORATE EXPERIENCE

- Karen Glass Consulting**, Suburbia, NY 1997—Present
Marketing and Management Consultant
- Advise over 20 clients in the service, consumer products, and nonprofit industries.
 - Clients include Big Charity, Jane Smith Beauty, John Brown Shoes, The Investment Group.
- Big Brands Corporation**, New York, NY 1995—1997
Senior Product Manager, Brand Manager
- Increased sales 20% for classic apparel collections (\$180 million in sales annually).
- Prestigious Clothing Inc.**, New York, NY 1992—1995
Merchandise Manager
- Increased sales 17% for apparel and accessories collections (\$90 million in sales annually).

ENTREPRENEURSHIP

- Food to Go**, *Chef and Owner*, Suburbia, NY 2009—2011
- Created successful catering business; oversaw product development, email marketing, and party catering.
- WeddingPresent.com**, *Partner and Co-Owner*, Suburbia, NY 1998—2001
- Created profitable e-commerce gift business; oversaw buying, marketing, sales, and financials.

EDUCATION

East Coast University, Quaint, MA: Bachelor of Arts in Sociology, *magna cum laude* 1990