

# Gregory Jay Reinholt

812 East State Street  
Apartment 2C  
Milwaukee, WI 53202  
219.462.8942  
E-mail: greinholt@gmail.com

## **Objective:**

To secure a challenging and rewarding position within an organization willing to draw upon my extensive experience, while providing opportunity for personal growth and success.

## **Summary of Achievement:**

- Assertive, Enthusiastic & Conscientious Professional.
- 24 Years management experience within youth development.
- Well-developed communication and interpersonal skills at all levels.
- Strength in building working relationships.
- Proven ability to implement new programs that challenge the interests of youth.
- Leader in creating public support.
- Strong supervisory, hiring and training skills to ensure competent and successful staff to meet the needs of an organization and its clients.

## **Professional Experience History:**

### **Boys & Girls Clubs of Greater Milwaukee:**

2012 – Present Senior Director of Operations

### **Boys & Girls Clubs of Northwest Indiana:**

Gary, IN

2009 - 2012: Development Manager

2008 - Manager of the Year Award

2006 - 2009: Senior Club Director

2005 - 2006: Director of Program Services

### **Boys & Girls Clubs of Providence:**

Providence, RI

2001– 2004: Executive Director

1997-2001: Director of Operations

1990-1997: Branch Director

### **Boys Clubs of Jersey City:** Hoboken, NJ

1988-1990: Unit Director

### **Boys Club of Paterson:** Paterson, NJ

1987-1998: Individual Services Director

## **Education:**

Bachelor of Arts—Psychology  
Seton Hall University  
South Orange, NJ

## **Primary Professional Responsibilities:**

### ► **Resource Development and Fiscal Management:**

- Increased individual donors' giving by 62% in 2.5 years
- Improved online giving and directed the implementation of social media campaigns yielding over \$27,500 in 2011
- Secured, implemented, monitored and reported on numerous grant funded programs.
- Developed and administrated \$4,000,000 annual budget serving over 3,300 youth members.

### ► **Partnership Development and Public Relations:**

- Collaborated with JC Penney Stores to raise over \$17,000 annually.
- Developed numerous organizational collaborations with Girl Scouts, Boy Scouts, YWCA and managed Memoranda of Understanding.
- Worked in partnership with Board Members and volunteers to achieve agency resource development and program goals.

### ► **Administration and Supervision:**

- Created and oversaw agency planned giving policies and procedures
- Managed implementation of a successful 5 year strategic plan
- Supervised five branch directors.
- Managed facility operations.
- Reorganized internal controls and procedures.
- Re-energized overnight camping program and Club program operations.
- Expanded Club membership to include girls and tripled Club membership.
- Managed human resource functions including interviewing, hiring and performance evaluations.

### ► **Professional Affiliations:**

- Member– Association of Fundraising Professionals
- Board Member - Boys & Girls Clubs Professional Association
- President - Land of Lakes Chapter Boys & Girls Clubs Professional Association
- National Training Associate - Boys & Girls Clubs of America

## **Specialized Trainings/Certifications:**

Youth Development Principles; Staff Supervision Training and Development; Fiscal Management; Resource Development; Major Gifts; Time and Project Management; Management Program; Advanced Leadership Program