

Hilary G.

Untapped Potential Candidate

Greater Hartford Area, CT

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PROFILE

Passionate, resourceful, tri-lingual **Business & Community Development Professional** with a stellar record of success in **Sales, Community Relations, and Writing/Editing**. Consistently exceeds quantitative and qualitative goals, no matter the position, project or field. Strong complement of corporate and non-profit experience including **Publishing, Education, Politics and Healthcare**. Appreciated by managers, clients, and peers for being nimble and inventive when taking on challenges and navigating change. An energetic and highly creative leader known for 'breathing life and vigor' into every assignment she tackles.

KEY SKILLS AND COMPETENCIES

- Account Management and New Business Development
- Writing and Editing
- Management of Projects, People and Processes
- Event Planning
- Fundraising and Strategic Community Engagement
- Fluency in Spanish and Portuguese, (proficiency in Russian)
- Video Production
- Social Media Marketing

PROFESSIONAL EXPERIENCE

Action Together Connecticut

CT

501c(4)

New Haven/Hartford,

Founder/Director (Current)

- Liaise with political leaders to understand how to best support and promote their legislative efforts
- Spearhead public and community relations initiatives: organize rallies, peaceful protests and press events
- Lead fundraising efforts, oversee organizational messaging, and handle media relations
- Network with and galvanize organizations state-wide to canvass and phonebank for upcoming elections
- Designed and implemented a social media campaign to engage membership and drive interest in local elections, resulting in a record # of new volunteers every week. (6,000 FB members)
- Led the organization to break records in # completed volunteer hours and exceed all % participation goals

National Geographic/Heinle ELT/Cengage Learning, Inc.

New Haven, CT

Senior Sales Consultant, (K-8, Adult and Higher Ed Northeast) (7 years)

Consulted with school and college leaders on curriculum decisions for all academic subjects, ESL, dual language

- Negotiated pricing and terms, prepared and presented proposals, planned and executed publicity and informational events, and represented the company at regional conferences
- Exceeded Sales goals every year, was a consistent top performer, highest percentage over plan 2011, and earned the *CEO Summit Trip* twice

Santillana, USA, Inc.

New Haven, CT

Sales Consultant, (K-12, Northeast) (2 years)

- Marketed and sold Spanish literature products to public and private schools

- Increased sales in New England by 50% in the first year

Freelance Editor/Author, (4 years)

New Haven, CT

Provided contract writing/editing services to clients

Authored, developed and produced ESL and Spanish language grammar workbooks, teacher's manuals, and videos for markets in the US and abroad. Clients have included: Pearson Education, Cambridge University Press, J. Wiley and Sons, and Cengage Learning

Cambridge University Press

Senior Development Editor (4 years)

New York, NY

- Designed and developed content for multi-component courses by overseeing production staff and design houses, piloting new products, and hiring/managing freelance staff and writers
- Conducted school site visits and facilitated focus groups in key markets of Latin America, Asia and the U.S.
- Produced teacher-training video shot at universities in Mexico, Peru, Brazil, Japan, and Korea

EDUCATION

University College London, UK
Boston University, MA
University of Pittsburgh, PA
Middlebury College, VT

M.A., Eastern European Area Studies,
B.A. (*cum laude*) Dual Major: Economics & Russian Language Literature
Certificate in Russian Language, Summers
Certificate from Russian School and Spanish School,

AWARDS

Yale University Y50K Business Plan Competition, *Top Five Finalist*, 2002