Manny Garczynski

Milwaukee, WI 53220

414-807-0042

Manny.garczynski@gmail.com

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| **SUMMARY**20 years of non-profit sales and relationship building experience. Able to communicate value proposition and develop on-going program sponsorship and funding opportunities with Wisconsin corporations, organizations, and foundations. **PROFESSIONAL EXPERIENCE**. **Junior Achievement, Wisconsin Milwaukee, WI 1997 to 2018** Junior Achievement serves over 158,000 students across Wisconsin. JA’s mission is to help our young people achieve and demonstrate knowledge and understanding of economic systems and business concepts through financial literacy, work readiness and young entrepreneur programs. **Director of State Operations 2014 – 2018**Responsible for 4 fund raising Directors across 6 Wisconsin Districts. Responsibilities include:* Generated $1.2M annually from corporations, businesses and foundations
* JA Partnerships included: GE Healthcare, BMO Harris Bank and Rockwell Automation
* Moved 3 districts from underachieving to a sustainable status by identifying new revenue sources and building sustainable expense goals
* Planned and facilitated Statewide Board Leadership Conference
* Served on Leadership Transition Team during recent organizational changes
* Participated in strategic planning, budgeting, performance goal creation, and evaluation processes for District teams

 **Sr. Manager – Resource Generation 1997-2014**Coordination and implementation of Junior Achievement (JA) Partnerships. Worked with area businesses and schools. Responsibilities include:* Raising funds through direct inquiry, event sponsorships and through grant application processes.
* Led project with JA WI Board of Directors to increase recruitment of volunteerism by 50%.
* Conducted training, development and orientations on JA programs for educators and volunteers.
* Led informational sessions for business, educational and community groups
* Led recruitment, hiring, and onboarding processes for positions in the Metro Milwaukee District.
* Managed award-winning program staff who exceeded their job expectations in their first three years of service.
* Facilitated regional, statewide, and local JA events across 10 districts in Wisconsin communities.
* Initiated the pilot phase and evaluation of new programs.
* Led employee engagement cross functional team to increase staff morale.
* Coordinated JA Events: Bowl-a-thons, Golf Outings, Auctions, Volunteer Recognition Programs
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| **EDUCATION****BS Business Administration, Carroll College, Waukesha, WI**  Advanced Managerial Effectiveness - Penn State University Public Speaking, Power Selling, and Toastmasters International Junior Achievement Area Manager Training |
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