

Richard L. P. Solosky

Experienced - Innovative - Collaborative

Experience & Skills Assessment

- **Leadership** Executive-level contributor, seasoned through hundreds of effective business partnership and team building activities. A skilled leader; directing businesses and nonprofit organizations in the visioning of strategic direction, organizational structure, marketing strategies, and economic business case development while executing aggressive project plans.
- **Entrepreneurship** Successful start-up business development experience, growing two businesses over a twelve-year period; with a verifiable track record of increasing revenues, profits and market share through savvy business management acumen. Orchestrated turnaround of information technology-company; spearheading executive leadership and determining corporate strategic business direction, increasing business by over 35%.
- **Business Management** A hands-on executive, personable and capable of working at the C-level while efficiently solving problems and implementing solutions under tight deadlines. Have effectively motivated and supervised from 2 - 60 employees and volunteers, chairing dozens of committees. Effective Evangelist and Corporate-Champion, experienced in presenting to large audiences of up to 200 at events, conferences, and meetings.
- **Financial Resource Development:** Author of hundreds of successful business proposals, grant requests, and comprehensive resource development plans. Extensive experience in creating, organizing and managing fundraising events and thorough knowledge of donor relations.
- **Financial Management:** Diverse financial management experience in cash flow management, performance reporting and financial analysis. Reorganized and reinforced financial management structure of nonprofit organization, facilitated and implemented strategic planning process.
- **Marketing/Public Relations** Broad expertise with the creative process: sales, marketing, promotions, and public relations. Proficient in publication design, content development, editing, and web presence. Published author of over two dozen magazine articles. Committed to excellence, skilled in soliciting and responding to client feedback in an understanding and consistent manner. Proven ability to catapult organizations towards vision attainment.



With over two decades experience in building businesses in both the for-profit and not-for-profit arenas, holding positions with responsibility for strategic planning, financial management, business development, project management, sales, marketing and customer service. A leader and motivator, a people person and a team player with the innate ability to work effectively in a team-oriented environment.

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- **Strategic Planning:** Extensive experience with strategic planning, business planning and marketing plans. Have positioned and repositioned a dozen companies by utilizing effective SWOT analysis and employing sound business practices. A master in setting goals and objectives and measuring program effectiveness based upon predetermined objectives.
- **Staff & Volunteer Supervision:** Bachelor's degree in business management, Master of Nonprofit Management (Regis University, 5/2010) and over 20 years management experience including a variety of supervisory positions, which have included managing technicians, office employees, sales staff and motivating and directing volunteers in numbers ranging from 2 to 60. Volunteer management training through Metro Volunteers. "People excel when they are empowered through common goals and objectives and effective management guides individuals through the process of achievement without micro-managing."
- **Public & Media Relations:** A published author of articles, press releases and white papers possessing a comprehensive understanding of the complexity of public relations and how to deal with the media. Trained as a public information officer and have appeared on camera for the media. Comfortable and competent in presenting an appropriate message.
- **Program Oversight, Development & Evaluation:** A former principal in two software development companies, Mr. Solosky has managed hundreds of projects possessing an aptitude for operations, logistics and efficient operations, Developed the prospective and associate member programs currently used by Alpine Rescue Team and held the responsibility for the training program for two years.
- **Collaboration & Partnership Building:** In order to be successful in today's business world, collaboration and partnerships are critical. Creating synergistic alliances are a hallmark in Mr. Solosky's business experience. With scores of business associates and the advantage of many synergistic partnerships he holds an innate comfort and experience in dealing with C-Level executives that he can bring to new organizations.
- **Public Policy & Advocacy:** : Co-authored issue brief raising awareness of inadequate emergency planning for people with functional limitations. Author of position paper which successfully lobbied the City of Golden to amend an ordinance charging for rescue . Actively involved in national public policy awareness campaign revolving around the negative aspects of charging for search and rescue activities.
- **Board Development:** Thorough understanding of board development principles, relationship building and governance. Presided as the Chairman of the Board of Directors of Alpine Rescue Team for two years and served upon that board for over eight years. Regional Chair, Mountain Rescue Association, Rocky Mountain Region, Vice President, Board of Directors for Horizon Adventures and have served as corporate secretary and treasurer in several organizations. Very involved in board development initiatives through strategic planning facilitation, leadership development workshops and recruiting efforts from legal and financial arenas.
- **Budget, Building & Oversight:** Mr. Solosky has played an integral role in the budgeting process for several businesses and organizations including Alpine Rescue Team. He has also played a key role in overseeing and enforcing the budgets of several organizations and businesses. Extensive experience in financial management as a business owner and executive manager.
- **Special Events:** Extensive event management experience going back as far as college. He has managed events for National Kidney Foundation, Make-A-Wish Foundation, and Alpine Rescue Team. All have been profitable fundraisers collectively totaling hundreds of thousands of dollars over the years. He is experienced in all phases of event management from creation, marketing and publicity, logistics, operations, and volunteer, and staff management.
- **Education:** Bachelor of Business Administration, Western Michigan University, Master of Nonprofit Management, Regis University, anticipated graduation 5/2010