

# WINNIE FRATELLI

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## SUMMARY OF QUALIFICATIONS

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Over 6 years of collaborative instruction, relationship building, program assessment and evaluation, and writing/editing experience

Strengths:

- ◆ Facilitating dynamic, successful, and informative workshops
  - ◆ Developing and implementing long-range strategic plans
  - ◆ Assessing and evaluating individuals and programs
  - ◆ Researching and synthesizing data for curricula
  - ◆ Collaborating with and instructing diverse groups and individuals
  - ◆ Communicating proactively and clearly, verbally and in writing
  - ◆ Creating specific and effective curricula/communications materials
  - ◆ Multi-tasking under pressure; meeting deadlines consistently
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## PROFESSIONAL EXPERIENCE

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- 2006-2007      **FREELANCE EDITOR/GRANTWRITER**      PORTLAND, OR  
Grant and Communications Writer/Editor, Marketing and Development Consultant, Researcher
- ◆ Writing and editing grants, communications to donors, sponsors, media, and the public
  - ◆ Soliciting donations, coordinating volunteers, and organizing sponsorships for nonprofit events
  - ◆ Collaborating to coordinate organizations' marketing and development initiatives with communications
  - ◆ Researching and ensuring accuracy of information and data for grants, communications, and strategic plans
- 2004-2006      **ALLIANCE FOR NEW ENERGY**      TRENTON, NJ  
Independent Contractor
- ◆ Conducted secondary research for a venture capital fund
  - ◆ Evaluated the size, growth rate, investment activity, and competitive landscape of the market
  - ◆ Spearheaded the implementation of cutting-edge market assessment measures
  - ◆ Maintained effective communication by authoring status reports and chairing project meetings
- 2002-2004      **BARNES BIOMEDICAL**      WASHINGTON, DC  
Sales and Marketing Intern
- ◆ Implemented Geographical Informational System (GIS) software solution, enabling spatial analysis of sales data
  - ◆ Analyzed market penetration, geographic coverage, and channel coverage for business units
  - ◆ Designed channel strategy to optimize resources and drive sales in key hospital markets
- 2001-2002      **ROCK LAKE SCHOOL**      SALT LAKE CITY, UT  
Teacher, Department Chair, Dorm Parent, Mentor
- ◆ Collaborated with grade team to design an innovative curriculum that became a template for science department
  - ◆ Selected to be department chair; established ethics curricula standards for grades 9-12
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## EDUCATION AND TRAINING

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- M.B.A., Marketing concentration      National University, New York, NY 2001  
B.A. English, with Honors      Saint Simon's University, Philadelphia, PA 1999  
*Awarded full scholarship*

### CONTINUING EDUCATION

- ◆ Grantwriting Class, Portland State University      Portland, OR 2006
  - ◆ Connecting Outcomes to Assessment      State College, WI 2005
  - ◆ Educational Equity and Diversity Partnership      Washington, DC 2004
  - ◆ Leadership and Technology in the Classroom Workshop      New York, NY 2003
  - ◆ Systems Thinking and Dynamic Modeling Conference      Durham, NH 2002
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## HONORS AND INTERESTS

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- ◆ Certified Whitewater Rafting Guide, Class IV, 2003
  - ◆ Avid hiker, backpacker, reader, volunteer, soccer player, and cook
  - ◆ Volunteer affiliations: Community Cycling Center, OR; Girls on the Run, WA; Habitat for Humanity, Ireland
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