

RACHEL RAPPART

BUSINESS / EXECUTIVE



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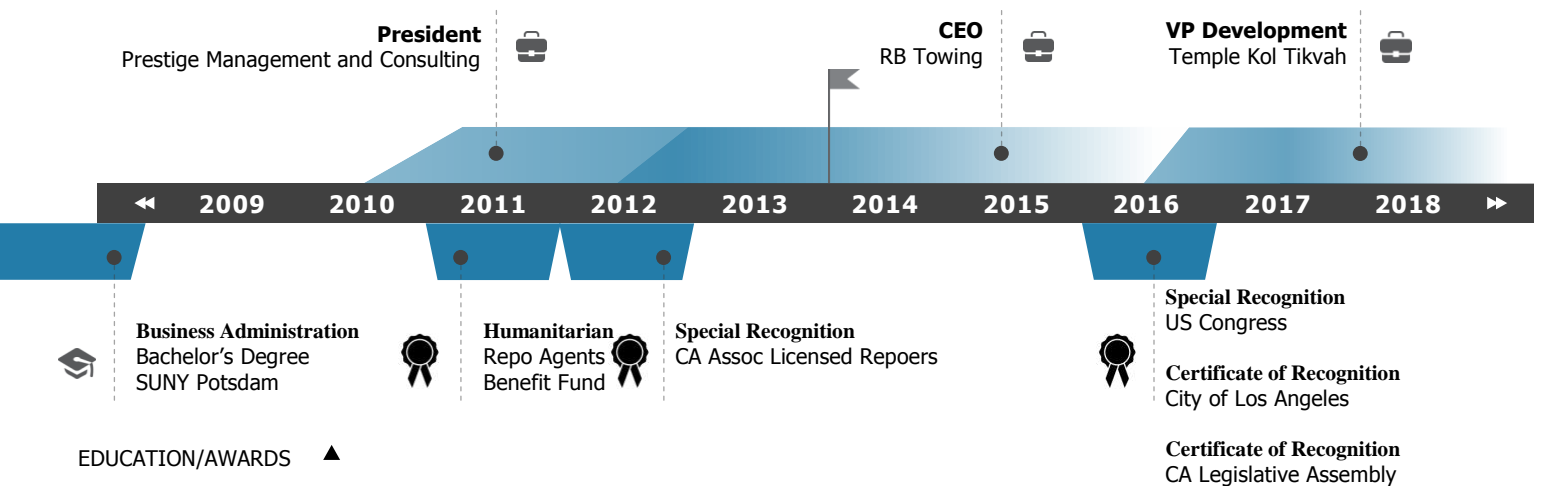
RachelRappart.com

[LinkedIn.com/in/RachelRappart](https://www.linkedin.com/in/RachelRappart)

Innovative performance-focused strategy executive with 10+ years of experience in technology-driven business development and operations. Motivational leader and mentor skilled in driving company culture and organizational development initiatives that consistently deliver award-winning results. Known for leveraging negotiations and communications expertise to cut costs, increase profitability, and improve productivity, while raising funds through development efforts.

WHAT'S MY STORY

▼ WORK EXPERIENCE



EDUCATION/AWARDS ▲

RELATED EXPERIENCE

March 2010-Present Reseda, CA



President

Crafted business plans of up to \$20M for start up and small businesses including projections, long range planning, portfolios, investor presentations, development, financial analysis, and created better hiring practices. Effectively executed the role of Executive Director for two associations.

July 2016-June 2018 Woodland Hills, CA



Vice President of Development

Led and advised finance teams and boards of directors for the nonprofit including generating \$500K in revenue and overseeing 6 committees spanning business development, marketing and outreach, partnerships and operations, including creating and teaching "Board 101" for new and existing board members, who learned how to be an effective and efficient contribution to the board of directors.

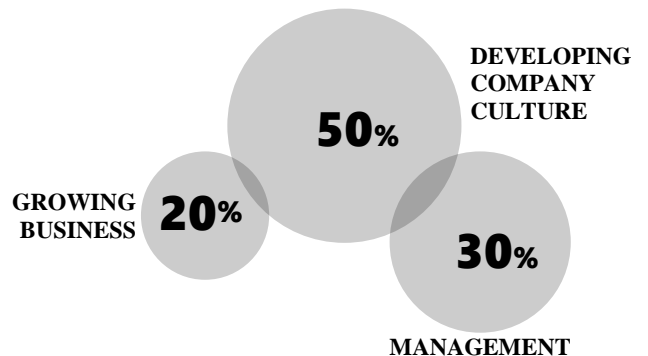
August 2012-April 2017 Reseda, CA



Chief Executive Officer

Increased revenue by 33% by leading business development efforts that grew business by 52%. Generated 13% revenue boost with largest customer by facilitating culture improvements that led to 92% increase in sales goal attainment. Spearheaded employee experience program that increased employee retention by 27% and improved staff satisfaction. Managed, trained, and mentored team of over 40 employees. Drastically cut overhead expenses by overseeing all vendor and partner negotiations.

MANAGEMENT STYLE



INTERESTS

SINGING ◀ ENTERTAINING ◀ VOLUNTEERING