

RACHEL RAPPORT

6257 Belmar Avenue, Tarzana CA 91335 818-590-6079 rapportrachel@gmail.com rachelrapport.com [LinkedIn Profile](#)

EXECUTIVE

Innovative Performance-focused **Strategy Executive** with 10+ years of experience in technology-driven business development and operational innovation. Known for leveraging negotiations and communications expertise to cut costs, increase profitability, and improve productivity, while raising hundreds of thousands of dollars through development efforts. Motivational leader and mentor skilled in driving culture and organizational development initiatives that consistently deliver award-winning results.

Expertise includes:

- Driving Company Culture
- Team Development
- Revenue Growth
- Works well as a member of the Executive Team
- HR Savvy
- Business Development
- Strategic Planning
- Manual and Training Program Expert

RELATED EXPERIENCE

President / *Prestige Management and Consulting – Reseda, CA* 3/2010 – 7/2018

- Craft business plans of up to \$20M for startup and small businesses including projections, long range planning portfolios, investor presentation, development, financial analysis, bookkeeping, etc.

Vice President of Development / *Temple Kol Tikvah – Woodland Hills, CA* 7/2016 – 6/2018

- 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.

CEO / Managing Member / *RB Towing – Reseda, CA* 8/2012 – 4/2017

- 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.

EDUCATION

Bachelor of Science Business Administration, Minor: Music Business (*Magna Cum Laude*) | The State University of New York – Potsdam, New York

AWARDS AND RECOGNITION

Certificate of Special Congressional Recognition United States Congress Bob Sherman	2016
Certificate of Recognition City of Los Angeles, State of California Bob Blumenfield	2016
Certificate of Recognition California Legislative Assembly Matt Dababneh	2016
Award of Special Recognition CALR (California Association of Licensed Repossessors)	2012
Humanitarian Award RABF (Recovery Agents Benefit Fund)	2011

COMMUNITY ENGAGEMENT

Council Member | T-ROC (Towing and Recovery Oversight Council) CA Tow Truck Association 1/2016-6/2017
Committee Member | SPAC (Service Provider Advisory Committee) Auto Club of Southern CA 1/2015-6/2017
Executive Director | CALR (California Association of Licensed Repossessors) – CA 1/2011-12/2015