

DEBORAH A. MOSES

PROFILE

High-energy leader with a unique blend of nonprofit and private sector experience. Exceptional communication and influencing skills for developing the trust and confidence needed to connect employees, business and community to a larger vision and mission. Proven ability to be resourceful in identifying effective solutions to critical business challenges.

NONPROFIT-ORIENTED EXPERIENCE 2001-PRESENT

Adjunct Faculty, January 2009 to present

Carnegie Mellon University H. John Heinz III College of Public Policy

Advisor to graduate level consultancy for pioneer microfinance agency FINCA: “*Assessing the Information Loss and Value in Transitioning from FCAT Tool to CRM.*”

Senior Institutional Manager, Charitable Management Services 2007 to present

Fifth Third Bank, Pittsburgh, PA

Lead the launch of financial services for charitable organizations and foundations in *de novo* affiliate of super regional bank. Develop and execute a comprehensive marketing and sales strategy that engages internal and external partners in growing bank’s market share of investment management, planned giving and banking services. Provide a consultative role to nonprofits.

Executive Director 2001-2007

PowerLink, Pittsburgh, PA

First Executive Director of regional nonprofit devoted to advancing the success of women-owned businesses as a strategy to build a more diverse and vibrant business community. Responsible for business development, program innovation, branding, revenue generation, cost-effective delivery of client services, and relationship management in the business and foundation sectors.

- ◆ Managed and professionalized a proprietary advisory program that links teams of successful executives to women entrepreneurs for year-long intensive counseling in the key management areas of finance, operations, law, marketing, and strategy
- ◆ Directly responsible for raising over \$1.5 million from foundations and corporations.
- ◆ Built a state-of-the-art metrics system for accountability to external stakeholders
- ◆ Moved organization from exclusive reliance on foundation grants to a sounder portfolio of recurring diverse earned revenue, corporate sponsorships, annual giving and board support.
- ◆ Developed strategic partnerships with professional service providers (banks, law firms and accounting firms) for greater market penetration and enhanced revenue opportunities.
- ◆ Established enduring working relationships with valuable constituents including the media, foundation community, corporate sector, economic development agencies and government
- ◆ Quadrupled client base and volunteer business advisor corps
- ◆ Developed six innovative programs, including Financial Boot Camp and CEO advisory circles, which extended reach to over 500 client and alumni participants annually
- ◆ Instituted quality improvement processes that tracked and improved upon the satisfaction and deliverables of client services
- ◆ Expanded service area to five surrounding counties

INVESTMENT MANAGEMENT EXPERIENCE 1982-2001

Vice President and Senior Portfolio Manager 1985 to 2001

Mellon Private Asset Management, Pittsburgh, PA

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Provided high-level investment management services to over 200 trust and investment clients and longstanding family relationships with assets of over \$350 million. Consistently maintained, improved and expanded client relationships. Responsible for increasing client retention levels and satisfaction of trust beneficiaries. Member of Investment Policy Committee, Technology Task Force and Performance Measurement Committee.

Vice President and Portfolio Manager 1985 to 1996 **PNC Private Bank, Pittsburgh, PA**

Member of pilot financial team that worked collaboratively to deliver comprehensive banking services to high net worth individuals. Responsible for the investment management of over 300 accounts representing \$250 million in assets. Helped clients identify and articulate financial goals and implement customized strategies to meet them. Coordinated tax, financial, and estate planning services. Vice President of PNC PAC (Political Action Committee).

Investment Banking Officer 1982 to 1985 **Mellon Financial, Pittsburgh, PA**

Originated and structured marketable debt instruments for tax-exempt issuers. Coordinated the complex phases of the bond issuance process and marketing to investors.

EARLY CAREER EXPERIENCE 1975 -1981

- ◆ Economic Researcher, Penn's Southwest Association
- ◆ Special Events Coordinator, City of Pittsburgh
- ◆ VISTA (now AmeriCorps) Volunteer, Pittsburgh Northside
- ◆ Program Director, Ft. Indiantown Gap, PA Vietnamese Resettlement Camp

BOARD AND COMMITTEE AFFILIATIONS 1986-2008

Strong Women Strong Girls, Fund Science, Calliope Folk Music Society, The Pittsburgh Foundation Scholarship Committee, YWCA Racial Justice Awards Committee, Susan G. Komen for the Cure Investment Committee, Center for Women's Entrepreneurship at Chatham University, Bridgeway Capital, PowerLink, Big Brothers Big Sisters, Carnegie Mellon Heinz College Alumni Association (President), Blatent Image Silver Eye Gallery

AWARDS

U.S. Small Business Administration (SBA) Business Women Advocate of the Year, 2004
Mellon Financial Intrapreneur Challenge Finalist, 2000 (Inaugural year)
Carnegie Mellon University Alumni Service Award, 1993

EDUCATION

Carnegie Mellon University H. John Heinz III College of Public Policy, M.S., Public Policy
Pennsylvania State University, B.A., History