

# Gregory S. Coatsworth

127 Bostwick Drive, San Diego, CA 92101

(619) 532-0890

gregory.coatsworth@hotmail.com

*“Gregory is a determined advocate for that in which he believes – and he believes in people. He has an unusual ability to see the underlying potential in a person or projects and then arrange the steps necessary to realize it.*

*Gregory’s expertise in building partnerships grows out of the priority he places on genuine understanding and connection with key people in other companies and cultures.”*

Mark L. Johnson

Director of

International Services

GNBA, Inc.

*“I was director of Staff Services when I hired Gregory Coatsworth at GNBA. He proved to be one of the best hires we ever made! He was accountable to fulfill every detail of his job description.*

## International Relations

A diplomatic and flexible leader with strong interpersonal skills and the ability to break down cross-cultural communication barriers. Adept at strategically identifying, devising, and implementing customized solutions to support global business strategies and needs.

- More than 19 years of cross-cultural work experience in 18 countries including travel to over 40 countries
- Resided in Japan, Singapore, and Malaysia for 12 years
- Excellent qualifications in strategic planning with comprehensive knowledge of business management, organizational development, team building, and project execution
- Proven ability to manage within international markets utilizing talent to deal with cultural barriers while meeting specific market requirements in an effort to achieve organizational objectives
- A passionate communicator and tactful facilitator of partnership development strategies in presentations and written correspondence
- Willing to travel or relocate nationally or internationally
- Basic understanding of conversational Japanese, Spanish, French, German, and Malay
- Computer Skills: Proficient in Microsoft Word, Excel, PowerPoint, Outlook, Publisher, Adobe, and donor management software

## Employment

**Arthur B. Campbell Youth Home**, Los Angeles, CA – 2007 to present  
DIRECTOR OF DEVELOPMENT & MARKETING

**A family ministry that provides Christian rehabilitation for young men seeking an alternative to incarceration.**

- Implemented and oversaw a comprehensive, multi-faceted fundraising effort both online and offline
- Significantly expanded online constituent / donor base by 300%
- Integrated a relationship management approach to a donor management software system
- Co-authored and implemented a two year business plan which has brought together organizational cohesion, vision, and direction. Created strategic road map that is benefiting both short and long term

*His communication skills shined as he worked his way through projects, keeping in touch with the team, moving it along, making notes, developing trust and valuing team members both here and abroad, creatively putting together presentations to explain his work to staff and donors, encouraging the teams abroad and providing resources, networking and connecting people together who can make “it” happen.”*

*Lisa Becker*

*Organizing Consultant*

*Simply Re-Arranged*

**LBHS, Inc**, Rapid City, SD – 1997 to 2006

DIRECTOR OF INTERNATIONAL ADVANCEMENT & DEVELOPMENT

**LBHS produces 70 unique radio programs around world in 25 languages and uses the Internet, TV, and other media to share the Gospel and encourage Christians’ spiritual growth.**

- Successfully developed and launched two new media affiliates from the ground up (Japan & Indonesia)
- Strengthened and expanded national partnerships in CIS, the Middle East, Central Asia, and China by adding new programming, supervising content, communication, and providing follow-up
- Coordinated the disbursement of funds for tsunami relief in Northern Sumatra
- Successfully organized and coordinated three vision trips to China, Indonesia, Japan, and Sri-Lanka for board members/trustees and key donors/business contacts
- Assisted national directors in local fund development efforts through strategic planning sessions and training workshops

**Rolling Meadows Estates**, Framingham, MA – 1995 to 1996

PROGRAM DIRECTOR

**(Temporary Assignment) Managed, designed, and implemented a very visible, on-going program of activities designed to meet the individual needs of the residents**

- Networked with senior service agencies, local community centers, and area churches to volunteer programs
- Initiated and developed new social activities program for residents: some of whom had a wide range of physical and emotional needs
- Facilitated statewide travel, tours, and excursions for the elderly

**ABP International**, Savannah, GA – 1990 to 1995

DIRECTOR OF INTERNATIONAL SERVICES

OMF is a diverse mission agency of more than 1,300 workers representing 30 countries

- Developed short-term teaching, training and study abroad opportunities in 12 Asian countries by partnering with local contacts, area schools, and national churches
- Designed highly effective training material for cross-cultural orientation and debriefing
- Managed all aspects of recruitment, travel, accommodations, orientation, and debriefing of short-term participants

## Education

**Bachelor of Arts – Communications (Focus on Media and Speech)**

Wheaton College, Wheaton, IL