

# Roberta Ricci

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## Objective

- To use my extensive education, career experiences and network to further the goals of a progressive, growth - oriented organization.

## Education

### MASTER OF MUSIC | THE BOSTON CONSERVATORY

- Major: Vocal Performance

### BACHELOR OF MUSIC | THE UNIVERSITY OF KANSAS

- Major: Vocal Performance

## Skills & Abilities

### MANAGEMENT

- Director of Development & Marketing | Opera Saratoga | Saratoga Springs, NY
- Director of Education & Communications | Opera Saratoga | Saratoga Springs, NY
- Strong project management skills in establishing events and creating timelines and work plans to achieve established goals
- Entrepreneurial experience in establishing and managing a private vocal studio
- Musical Director and Vocal Coach for productions and events

### FUND DEVELOPMENT/BUSINESS DEVELOPMENT

- Responsible for the development of annual fundraising plans and goals, strategic planning, board recruitment and donor stewardship
- Experience in corporate and government fundraising, special events, individual solicitation, and building a case for philanthropic support
- Responsible for business development, marketing and budgeting of small business

### COMMUNICATIONS

- Responsible for media relations, press releases, and development of printed materials to support fundraising efforts
- Served as a liaison to volunteer supports group and other peer arts organizations
- Extensive experience in working with donors, prospects, and board members in various arts organizations to build relationships, inspire engagement, and to secure financial support
- Faculty member at Denison University, Kenyon College, Capital University Conservatory of Music and Brenau College

## Experience

### PRIVATE VOCAL INSTRUCTOR | 2006 – PRESENT

- To help students secure a vocal technique displaying a solid understanding of a well-coordinated, healthy and high quality vocal production
- To establish immediate and long term objectives in order to prepare students for concerts, competitions, college auditions, summer training programs and professional auditions
- Through marketing and brand awareness, operated the business to secure and retain clients
- Developed reputation based on integrity, positive growth outcomes, and the ability to inspire and encourage students to reach for stretch goals

### DIRECTOR OF DEVELOPMENT & MARKETING | OPERA SARATOGA | 2002 - 2005

- Responsible for individual, corporate & foundation fundraising
- Oversaw special event planning and implementation
- Board development & recruitment, patron care
- Responsible for media, PR, and collateral material development

### DIRECTOR OF EDUCATION & COMMUNICATIONS | OPERA SARATOGA | 1999 – 2002

- Oversight for strategic planning and budgeting of education department programming
- Responsible for media, PR, and collateral material development
- Managed relationships with over 60 vendors/partners to schedule educational programming

### PREVIOUS WORK EXPERIENCE

- Faculty positions at academic institutions including Brenau College, Kenyon College, Denison University, and Capital University Conservatory of Music. In this role, had various levels of management including curriculum development, development of annual calendar, coordinator of vocal division, director of opera and musical theater classes and productions, foreign language diction coach, and private studio instruction, Assistant Director of Education – Opera Columbus

### PROFESSIONAL ASSOCIATIONS & COMMUNITY ENGAGEMENT

- The Florentine Opera Company – Milwaukee, WI - Volunteer (2005 – 2018)
- Civic Music Association of Milwaukee – Board Member (2012-2015)
- Association of Fundraising Professionals – Member (2002 – 2005)
- National Association of Teachers of Singing – Current Member
- Soloist with professional musical organizations, including opera companies and symphony orchestras, Beckenhorst Publishing Company recording artist (Columbus, OH), and professional church musician
- Milwaukee Youth Symphony Orchestra Bach Seminar - Vocal Coach
- St. Joan Antida High School – Milwaukee, WI - Volunteer (2008 – 2011)
- Feeding America – Milwaukee, WI - Volunteer
- Milwaukee Rescue Mission – Volunteer
- Big Brothers Big Sisters Organization of the Southern Adirondacks – Volunteer (2000- 2003)
- Public School Literacy Program – Columbus, OH - Volunteer (1995 – 1999)