

Roberta Ricci

414-208-9941 | rlr Ricci99@gmail.com

OBJECTIVE

- To support and advance the goals and mission of a progressive, growth - oriented organization through my extensive customer centered career experiences

EDUCATION

MASTER OF MUSIC | THE BOSTON CONSERVATORY

BACHELOR OF MUSIC | THE UNIVERSITY OF KANSAS

EXPERIENCE

PRIVATE VOCAL INSTRUCTOR | Milwaukee, WI | 2005 - PRESENT

VOCAL INSTRUCTOR | THE FLORENTINE OPERA COMPANY | Young Singing Actor Intensive | 2016 & 2017

- 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
- Developed reputation based on integrity, positive growth outcomes, and the ability to inspire and motivate students to reach their individual potential
- Awarded a Certificate of Excellence from the Civic Music Association of Milwaukee given to an outstanding teacher in Studio Music Instruction

DIRECTOR OF DEVELOPMENT & MARKETING | OPERA SARATOGA | Saratoga Springs, NY | 2002 - 2005

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

DIRECTOR OF EDUCATION & COMMUNICATIONS | OPERA SARATOGA | Saratoga Springs, NY | 1999 - 2002

- Oversight of 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

ASSISTANT DIRECTOR OF EDUCATION | OPERA COLUMBUS | Columbus, OH | 1997 - 1999

ASSISTANT PROFESSOR | CAPITAL UNIVERSITY CONSERVATORY OF MUSIC | Columbus, OH | 1997 - 1999

ADJUNCT PROFESSOR | DENISON UNIVERSITY | Granville, OH | 1996 - 1998

ADJUNCT PROFESSOR | KENYON COLLEGE | Gambier, OH | 1991 - 1997

ASSISTANT PROFESSOR | BRENAU UNIVERSITY | Gainesville, GA | 1988 - 1989

- In these roles, had various levels of management including curriculum development, development of annual calendar, coordinator of vocal division, director of opera|musical theater classes, work-shops and productions, foreign language diction instructor, private studio instruction and planning and implementing education programming

SKILLS | ABILITIES

MANAGEMENT

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

FUND, BUSINESS & RELATIONSHIP DEVELOPMENT

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

COMMUNICATIONS

- Responsible for media relations, press releases, and printed materials to support development efforts
- Extensive experience in relationship development and stewardship of donors, prospects and board members to cultivate relationships, inspire engagement, and to secure financial support
- Strong interpersonal, communication, writing and organizational skills

PROFESSIONAL ASSOCIATIONS | COMMUNITY ENGAGEMENT

- The Florentine Opera Company – Milwaukee, WI - Volunteer | 2005 – 2018
~ Extensively involved as a steward of the Florentine Opera brand and reputation in cultivating relationships and continuous involvement in the community, with board of directors, patrons and donors
- Milwaukee Youth Symphony Orchestra Bach Seminar - Vocal Coach | 2011 – 2018
- National Association of Teachers of Singing – Current Member
- Civic Music Association of Milwaukee – Board Member | 2012-2015
- St. Joan Antida High School – Milwaukee, WI - Volunteer | 2008 – 2011
- Feeding America – Milwaukee, WI - Volunteer
- Milwaukee Rescue Mission – Volunteer
- Association of Fundraising Professionals – Member | 2002 – 2005
- Soloist with professional musical organizations, including opera companies and symphony orchestras
- Beckenhorst Publishing Company – Recording Artist | Columbus, OH | 1989 - 1999
- Big Brothers Big Sisters Organization of the Southern Adirondacks – Volunteer | 2000- 2003
- Public School - Literacy Program - Columbus, OH – Volunteer | 1995 - 1999