

RACHEL WEBBER

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PROFILE

Strategic Manager with 8+ years of progressive, cross-industrial experience in streamlining projects and optimizing mission-driven organizational initiatives. **Transformative Communicator & Collaborator** adept at building rapport with diverse audiences, and cultivating lasting, mutually beneficial connections with colleagues, partners, clients, and community members. Core competencies in:

GRANT WRITING • PROGRAM DEVELOPMENT • EVENT COORDINATION/MANAGEMENT • STRATEGIC PARTNERSHIPS • COMMUNITY OUTREACH • ADVOCACY • SOCIAL MEDIA MANAGEMENT • COMMUNICATIONS • FUNDRAISING

HIGHLIGHTED EXPERIENCE

Business Advisor @ Chatham University Center for Women's Entrepreneurship • Pittsburgh, PA • Present

- Counsel start-up and existing businesses in one-on-one sessions related to business plan, funding opportunities, accounting, marketing and more.
- Plan, manage, and facilitate core training programs and provide curriculum development support and materials preparation.

Nighttime Economy Coordinator @ City of Pittsburgh • Pittsburgh, PA • 2021 - Present

- Lead training programs for food, beverage and entertainment businesses related to public safety, responsible hospitality and community health.
- Serve as a liaison to city and state government, community organizations, and other stakeholders to advocate for industry needs.
- Establish and coordinate new proactive procedures for intervention with at-risk businesses, including provision of early assistance resources, mentorship, and education.

Business District Manager @ Lawrenceville Corporation • Pittsburgh, PA • 2017-2021

- Lead and organized within several of LC's institutional committees, including Responsible Hospitality, Mobility and Infrastructure, and Business District Taskforce.
- Developed and implemented operational and marketing plans to preserve MWBE businesses in the district.
- Maintained relationships with neighborhood constituents while providing technical assistance and referrals to businesses as needed.

Project Coordinator @ City of Asylum Pittsburgh • Pittsburgh, PA • 2014-2017

EDUCATION & PROFESSIONAL DEVELOPMENT

BA, English & Public Relations (Dual Degree) @ Duquesne University • Pittsburgh, PA • 2014