

PERRY ROBERTS
Assistant Vice President for Development

PROFESSIONAL EXPERIENCE

UNIVERSITY OF NORTH GEORGIA <i>Assistant Vice President for Development</i>	2013 – Present
GAINESVILLE STATE COLLEGE <i>Director of Development</i>	2011 – 2012
GEORGIA GWINNETT COLLEGE <i>Director of Annual Funding – Development & Alumni Relations</i>	2007 – 2011
EASTER SEALS, INCORPORATED <i>Director of Development</i>	2006 - 2007
CALLAWAY FOUNDATION / CALLAWAY GARDENS, INCORPORATED <i>Director of Annual Giving – Major Gifts</i>	2004 – 2006
AMERICAN HEART ASSOCIATION <i>Vice President of Field Services</i> <i>Senior Regional Director</i>	2001 – 2004 2002 – 2004 2001- 2002
STONE MOUNTAIN PARK / SDC <i>Director of Sales and Marketing</i>	1998 – 2001

AMERICAN WOODMARK CORPORATION	1988 – 1998
<i>Regional Sales Manager</i>	<i>1995 – 1998</i>
<i>Area Sales Manager</i>	<i>1993 – 1995</i>
<i>Senior Sales Specialist</i>	<i>1992 – 1993</i>
<i>Sales and Marketing Executive</i>	<i>1990 – 1992</i>
<i>Sales Representative</i>	<i>1988 – 1990</i>

CURRENT PROFESSIONAL AFFILIATIONS

Georgia Education Advancement Council, (GEAC)
 Association of Fundraising Executives, (AFP)
 Council for Advancement and Support of Education, (CASE) Professional Member
 National Committee on Planned Giving, (NCPG) Professional Member

EDUCATION

BBA – University of Georgia

Partial Listing of Professional Coursework:

Seven Habits of Highly Successful People – Covey Leadership Institute
 First Things First – Covey Leadership Institute
 Facilitator Training – Covey Leadership Institute
 First Course on Fund Raising – National Society of Fund Raising Executives
 Financial Management for Non-Financial Managers – Wharton School
 Corporate Entry Leadership Conference – General Electric Company
 Effective Presentations & Public Speaking – General Electric Company
 Leadership and Organizational Change – Shenandoah University
 Professional Selling Skills III – Xerox Corporation