

Richard Ventura

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Relevant Areas of Expertise

- Strong written/oral communication skills
- Cooperative leadership skills
- Community & organization engagement
- Customer-focused values
- Project management
- Strategic thinker

Career Experience

President & CEO, Author, Economic Empowerment Fund, San Francisco, CA *1/2008 – 6/2014*

- Authored workbooks targeting small business owners in contracting to provide certification assistance, company assessment, business planning, marketing strategies, networking strategies, and marketing tools;
- Led team of web developers to create a web-based community to provide virtual assistance to small business owners in contracting, favorably beta-tested with 150 small businesses; and
- Led case study demonstrating public/private partnerships working towards economic development by closing a \$500,000 contract, creating 9 full time jobs and 4 seasonal jobs, without the need for capital.

Commissioner, Small Business Commission, City and County of San Francisco, CA *03/2004 – 05/2010*

- Advocated for the opening of the Office of Small Business to provide support services to businesses in the areas of permitting, licensing, policy, legislation, and outreach;
- Advocated within city department heads to increase outreach efforts, coordination, publication of business opportunities and community events to small business owners;
- Chaired San Francisco Small Business Week planning committee for 6 years to design/execute programs and web-based communications for small businesses; and
- Supported Executive Director in establishing a database of 10,000+ small businesses for direct communication of Small Business Commission activities.

President and CEO, San Francisco Hispanic Chamber of Commerce, San Francisco, CA *03/2003 – 02/2010*

- Increased Chamber membership from 56 to more than 500 business members, 42 corporate sponsors and more than 20 partnering organizations;
- Implemented outreach and marketing program to business community resulting in over 3,100 Bay Area business subscriptions to the weekly electronic newsletter and a database of 11,000+ participants; and
- Designed/executed procurement training programs for over 100 businesses between 2006 and 2014.

Co-Founder & Vice President of Business Development, TelUnidos, Inc., Oakland, CA *04/2000 – 08/2002*

- Developed business plan selected by Oakland Communications Technology Cluster to be one of 10 start-up companies to participate in incubator program;
- Attracted/selected corporate advisors, board members, and investors to secure \$2.5 million in Series A funding; and
- Hired executive team and staff of 260+ using value-based methods to secure 1 million customers within 12 months.

Principal, Performance Strategy, San Francisco, CA and Dallas, TX *07/1996 – 04/2000*

- Founded a training and development company with the fourth-largest travel company in the United States as its first client and with training support provided nationwide; and
- Utilized strategic planning, employee-incentive programs and specialized management training to increase overall profitability of client companies by minimum 25% within 18 months.

Trainer & National Training Coordinator, Maritz Travel Company, Dallas, TX *07/1988 – 07/1996*

- Designed and implemented hundreds training programs on a local, state and national level; and
- Created and facilitated National Training Conference for Maritz Inc. to leverage the company's regional and national strengths, standardize training and share resources.