

# Sanya Brown

sanyabrown247@gmail.com | 610.883.2772 | Philadelphia, Pennsylvania

## PROFESSIONAL SNAPSHOT

A mission-driven executive who is committed to creating measurable and sustainable impact for communities by providing effective and responsive programming, leveraging relationships to provide resources and coalition building to maximize stakeholder input to foster better outcomes.

### QUALIFYING COMPETENCIES

|                       |                       |                            |
|-----------------------|-----------------------|----------------------------|
| Cause Marketing       | Coalition Building    | Community Engagement       |
| Community Development | Government Relations  | Grant Writing & Management |
| Program Management    | Public Speaking       | Relationship Management    |
| Situational Awareness | Strategic Initiatives | Strategic Partnerships     |

### EXPERIENCE

#### Department Head | Corporate Social Responsibility

*Gopuff | August 2021 – July 2022*

- Established and formalized the overall corporate giving strategy as the inaugural department head; created the mission, vision, values and pillars of giving while eliminating \$2M in wasteful giving and establishing an oversight committee
- Identified and secured key national partnerships with the American Red Cross, Feeding America, Covenant House, Impact13 Foundation, Baby2Baby, Drexel University creating copious earned media moments
- Created systems and processes for tracking financial and in-kind donations with activation details throughout the company, benefitting the Communications and Governmental Affairs departments
- Co-created, launched and led Put Me On, a small business accelerator program for underrepresented CPG (consumer packaged goods) entrepreneurs that offered education, distribution and growth opportunities in addition to international brand exposure
- Developed a CPG Certificate Program with Drexel University, where Gopuff was founded in 2013; tentatively launched Summer/Fall 2022 to address the gaps in traditional education for CPG entrepreneurs in response to feedback from our inaugural cohort
- Co-created and led the Emergency Response Task Force to quickly engage key department heads to assess opportunities for external engagement; established the activation criteria and tracking mechanisms
- Worked with cross functional teams to gain internal alignment and compliance with the excess food program to reduce waste while increasing tax benefits; quintupled donations to Feeding America within 6 months of hire, on track to donate 1M pounds of excess goods by close of 2022 which unlocks greater co-branded marketing opportunities and recognition
- Leveraged the excess goods for in-kind donations to create measurable impact with key partners; clearing out 30% of Z-listed (discontinued) items and receiving tax credits

#### Chief of Staff | Office of the States Attorney for Baltimore City

*City of Baltimore | September 2018 – February 2020*

- Served the State's Attorney, ensuring all daily operational details were attended to while managing key relationships and work streams including conducting multiple executive searches for new hires
- Worked closely with substantive units to ensure alignment to mission and vision while engaging in process improvement sessions and retreats; satisfaction surveys reflected 95% overall satisfaction

- Twice planned and coordinated the annual Winter Solstice Gala benefiting the Victims & Witnesses of Crime Fund
  - Increased profits by 400% for each year
  - Improved branding and marketing strategies
  - Increased attendance between 30%-50%, and increased the number of VIPs in attendance
- Developed and implemented an internal engagement strategy for the executive team to improve office culture; satisfaction surveys reflected 100% overall satisfaction
- Developed fundraising collateral and strategy for the External Affairs Division; resulting in \$100k donations from key community stakeholders
- Developed and managed the full-term Annual Report covering 2015 to 2018; 2019 Annual Report
- Organized and facilitated two mandatory office-wide convenings (training and lectures) for assistant state's attorneys, support staff and executive team
  - 400+ attendees from seven campus locations with no impact to court proceedings

### **Assistant Managing Director | Office of the Managing Director**

*City of Philadelphia | November 2013 – August 2018*

- Instrumental in the City of Philadelphia signing on as the inaugural city for the United Nations Impact 2030 initiative at the United Nations
- Participated in numerous hiring panels resulting in several new hires that are currently running departments; provided professional development and mentorship to all team members
- Established the Volunteer Engagement Program; engaged more than 4k volunteers during inaugural year and generated more than 12k volunteer service hours which translated to approximately \$264k in free labor which made the program sustainable by covering staff salaries
- Repaired and administered the Foster Grandparent Program, a federally-funded SeniorCorps grant in addition to grants from Bloomberg Philanthropies and Lowes
- Served as a liaison to the Philadelphia City Council to ensure my department was responsive and aligned to their individual and collective missions
- Cultivated strategic partnerships throughout Philadelphia with key community organizations and stakeholders to create responsive, impactful programming while making City resources and agencies accessible
- Engaged in process improvement to create efficiencies that helped increase productivity within the Administrative Services Division

### **Chief of Staff | Office of Councilmember Nicholas J. Mosby, 7<sup>th</sup> District**

*City of Baltimore | December 2011 – August 2013*

- Developed and operationalized a responsive councilmanic office that served its constituency by way of strategic coalition building with key governmental and community agencies

#### **EDUCATION**

**Bachelor of Arts in Political Science & Philosophy | August 2005**

*Temple University | Philadelphia, PA*

#### **BOARDS**

**Main Line Health Quality and Patient Safety Committee** *Community Member | March 2023 - Present*

**The Unlocked Foundation** *Founding Partner | April 2023 - Present*

**The Impact13 Foundation** *Director of Corporate Affairs | May 2023 - Present*