

CAREER ATTRIBUTES OF CHRISTINE JOHN-FULLER

PROFESSIONAL PROFILE

- Non-profit management experience in fundraising, budgeting, event planning, and volunteer support
- Public relations and marketing experience in nonprofit, event planning, media relations, and graphic design
- Proficient written and communication skills

EXPERIENCE

- May 2009 – Present* **Consultant** [Phoenixfire Solutions](#) **Charlotte, NC**
- Act as a consultant to non-profits in the areas of fundraising, marketing & media relations, special events, board relations, and administration
 - Conduct retreats for non-profits based on the topics above
 - Participate as a guest speaker at various events on topics above
- Jan. 2008 – Present* **President & CEO** [Lupus Foundation of America, Piedmont Chapter](#) **Charlotte, NC**
- Responsible for the overall operational management of the chapter, which serves 14,000 individuals living with lupus in the 19-county Piedmont Region of NC. Overall management includes: fundraising/development, human resources, strategic planning, programs, finance, communications, and advancing the mission
 - Oversee chapter development efforts including traditional giving, grants, annual campaigns, and 5 annual events (Gala, 3 Walks, & Golf Tournament) with a combined total of 2,000 participants and raising \$250K annually (Up from \$135K prior to arrival)
 - Oversee chapter patient programs & services including 5 annual educational events
 - Act as media relations liaison for all chapter events/news averaging 25 major media placements annually
 - Managed staff of 3 and volunteer base of 400+
 - Participate as member of the National LFA's Chapter Development & Standards Committee, assisting in chapter direction and national/chapter relations
 - Participate as a member of the National LFA's Walk For Lupus Now Product Team, assisting in direction of message and marketing materials for the LFA's signature event
- Feb. 2005 – Dec. 2007* **Director of Special Events** [National Multiple Sclerosis Society, Georgia Chapter](#) **Atlanta, Ga**
- Oversaw fundraising efforts for 9 MS Walks and 2 MS cycling tours statewide with a combined total of 6,000 participants and raising \$1.7 million annually
 - Secured and maintained corporate partnerships with a value of more than \$150K annually
 - Responsible for event budgeting and fiscal responsibility of keeping expense ratio under 20% per event
 - Acted as media relations liaison for fundraising events
 - Participated as member of chapter president's leadership team, assisting in chapter direction and board of trustees relations
 - Managed development department of 4 staff and volunteer base of 600+
 - Promoted from Logistics Coordinator to Development Manager to Director in first year with chapter
- July 2001 – Dec. 2004* **District Director** [State YMCA of Georgia, Inc](#) **Tifton/Vidalia, Ga**
- Coordinated efforts for school leadership organization in a 41 county district with more than 2300 student participants
 - Acted as an organizational liaison and support for 50 school-based clubs
 - Headed planning & implementation of 4 annual district-wide conferences with attendance ranging from 70 to 1000
 - Assisted State Office in coordinating 5 annual state-wide conferences with attendance ranging from 350 to 600
 - Conducted fundraisers in 40 counties totaling an average of \$60,000 annually
 - Designed & wrote monthly newsletter, as well as marketing publications and products for district service area
 - Managed support staff of one part-time assistant, as well as, a volunteer base of 250
 - Promoted from 3rd largest district to 1st largest after only 2 years
- Oct. 2000 – July 2001* **Marketing Recruiter** **TRC Staffing Services, Inc** **Cumming, Ga**
- Created and implemented localized recruiting efforts
 - Lectured on the topics of first impressions, resumes, interviewing, and business etiquette
 - Planned and managed job fairs
- Nov. 1999 – August 2000* **Assistant Press Secretary** **Office of U.S. Senator Paul D. Coverdell** **Atlanta, Ga**
- Wrote news releases related to Georgia issues
 - Designed publications for constituent and interoffice use
 - Maintained press section of the Senator's website
 - Assisted in coordination of the Senator's press events in Georgia

EDUCATION

University of Georgia, Athens, Georgia
Bachelor's Degree of Arts in Journalism, Advertising Major
December 1999

Young Harris College, Young Harris, Georgia
Associate's Degree of Liberal Arts
June 1997

ACTIVITIES

Community Health Charities of North Carolina
May 2009 – Present Board Member

Charlotte Non-profit Health Connection
March 2009 – Present Co-Founder

State YMCA of Georgia, Inc.
June 1995 – July 2001 Alumni volunteer staff member

Cumming-Forsyth County Chamber of Commerce
Oct. 2000 – July 2001 Volunteer Ambassador

HONORS

- YMCA of the USA Training Certification in *Volunteerism & Working with 10-18 year olds*
- Young Harris College Forensics J.H. Stevens Champion of Excellence Award
- 2 year member of Phi Rho Pi Honorary National Forensics Fraternity