



ENTREPRENEUR - ADAPTIVE - CLIMATE SOLUTIONS ENTHUSIAST

MICHAEL RAMA

Delhi, NY | (607) 287-9236 | ramajmichael@gmail.com | [linkedin.com/in/ramajmichael](https://www.linkedin.com/in/ramajmichael) | www.mjrama.com

GUIDING VALUES

- Family and friendship are life's true treasures
- We do not inherit the earth from our ancestors; we borrow it from our children
- Tough on problems, tender on people
- Collaboration is a powerful force and so is laughter

ENTREPRENEUR - ADAPTIVE - CLIMATE SOLUTIONS ENTHUSIAST

I am a visionary with an appetite for solving big hairy audacious goals. I have a foundational connection to the environment as the son of a farmer and a grounded optimistic belief that business as a force for good is the future of business. It has to be. Entrepreneurial in spirit and in action, I embrace problems as they are great starting points for conversation, solutions, and discovery. Helping others overcome their mountain peaks brings me great joy, underpinning my lifelong adventure of endlessly learning new skills and building valuable relationships. Applying my strengths to foster local-transformative solutions with an eye towards prosperity for all is where my heart and mind have always been.

PROFESSIONAL JOURNEY TO DATE

ENTREPRENEUR / INNOVATIVE BUSINESS SOLUTIONS

I am the son, brother, uncle, and grandson of entrepreneurs. I have generated new initiatives from within organizations and formulated business models from scratch. I hold a master's level education in sustainable innovation and entrepreneurship that pairs well with my bottomless appetite for solving problems and my innate ability to synthesize.

Proud accomplishments

- Founded and operating a boutique consultancy, my personal side hustle
- Co-founded a national conservation corps accelerator that failed but was informative
- Reimagined Vermont's affordable housing community engagement events and earned a 900% attendance increase compared to historic statewide outcomes
- Created *Vacations Made Possible*, a service program that offers family vacations to impoverished military veterans
- Co-created the *Community Pulse* podcast, a localized beat on social progress in Central Vermont

STAKEHOLDER / ACCOUNTS MANAGEMENT & RAISING CAPITAL

Strategic stakeholder management has been the cornerstone of my career. I'm a self-taught, natural relationship builder with a canny ability to pinpoint and bring value to the ambitions of others. I thoroughly enjoy making connections, creating partnerships, and delivering on promises that foster shared value creation.

Proud accomplishments

- Created and implemented two fundraising strategies from scratch, collectively raising \$2.5M of philanthropic capital in 4yrs
- Directly and indirectly supervised 220 domestic and international, full-time and seasonal staff and volunteers
- Delivered dozens of pitches for public support and business opportunities; naturally formed resiliency against undesirable "no's"

NON-TECHNICAL PERSONAL ASSETS

People Person

- Relationship strategist
- Contagiously enthusiastic
- Powerful storyteller and communicator
- Always chasing the delivery of a smile

White Board Enthusiast

- Planner first, executor always
- Bold holistic visionary
- Captive articulator
- Strategy game enthusiast

Adaptive Goal Chaser

- Quick systems learner
- Creative problem solver
- Feedback seeker and admirer
- 'Roll up the sleeves' team player

Conscious Capitalist

- Sustainable business practitioner
- Ever curious learner
- Mindful collaborator
- Environmental optimist

CONSULTING & CUSTOMER SUCCESS

I have obliged the needs of clients as a private consultant as well as a contracted employee. Avenues of services have included: formulating national business strategies, developing ESG investment models, researching sustainable business innovations, web design and deployment, strategic communications, grant writing, and facilitating executive leadership, collaboration, and organizational development trainings.

Proud accomplishments

- Co-created a Futures Foresight forum for c-suite sustainable executives of fortune 100 companies
- Co-authored a grant proposal that received a three year multi-million-dollar award to expand a regional system of care for persons recovering from substance use disorder
- Conducted research and analysis that supported the proprietary ESG investment model for a boutique sovereign debt impact investment firm with \$13B AUM

COMMUNICATIONS, MARKETING & BRANDING

From content creation to formulating communication strategies and websites to facilitating workshops on community engagement tactics, I have been involved on all levels of the communication chain. While I dabble in graphic and creative design, I flourish in leading the execution of holistic, multi-faceted pursuits.

Proud accomplishments

- Designer of 5 websites – [Downstreet](#), [CCCUSA](#), [TCE](#), [Veterans Place](#), & [MJRama, LLC](#)
- Orchestrated COVID-19 response communications to 45,000 unique viewers for a multi-organizational regional response command center
- Planned and orchestrated a statewide communication event that involved dozens of stakeholders, including Governor Scott of Vermont

CLIENTS, EMPLOYERS & COMMUNITY PARTICIPATION

CLIENTS / PRIVATE CONSULTANCY

Senior Research Consultant.....	CEF (Corporate Eco Forum), New York, NY.....	2020
Website Development Consultant.....	The Veteran's Place, Northfield, VT.....	2020
Grant Writer.....	Central Vermont Medical Center, Berlin, VT.....	2020
Sustainability Research Consultant.....	Global Evolution, Kolding, Denmark.....	2017
Organizational Development Consultant.....	Impact by Design, New York, NY.....	2017

PREVIOUS EMPLOYERS

Founder / Owner.....	MJRama, LLC, Wherever I am.....	2019 – Present
Director of Advancement.....	Downstreet Housing & Community Development, Barre, VT.....	2018 – Present
Co-Founder / Executive Director.....	Civilian Conservation Corps, USA, Williston, VT.....	2017–2018
Chief Operating Officer.....	The Cattle Exchange, Delhi, NY.....	Family business / Always involved
Development Director.....	Silver Bay YMCA, Lake George, NY.....	2014 – 2015
Special Events Coordinator.....	Silver Bay YMCA, Lake George, NY.....	2012 – 2014

COMMUNITY PARTICIPATION

One World Social and Environmental Justice Festival, Montpelier, VT.....	Strategic Thought Partner.....	2020
Green Mountain United Way, Montpelier, VT.....	Volunteer Board Member.....	2019 – 2020
Vermont Housing & Conservation Coalition, Montpelier, VT.....	Member.....	2018 – 2020
Vermont Affordable Housing Coalition, Montpelier, VT.....	Member.....	2018 – 2020

EDUCATION

MBA in Sustainable Innovation & Entrepreneurship2016 – 2017
University of Vermont, Grossman School of Business, Burlington, VT

Bachelor of Science in Kinesiology, Minor: Athletic Coaching2009 – 2012
Springfield College, Springfield, MA

TECHNICAL SKILLS OF MASTERY

Web Design

- Wordpress
- Wix
- ModX

Relational Databases

- SimaPro LCA
- FileMaker Pro
- JMP Pro
- Google Analytics

Client Relationship Management

- NeonCRM
- HubSpot
- Blackbaud Raiser's Edge
- Salesforce

Creative Design

- Canva
- Lucidchart
- Prezi

Communications

- Mailchimp
- Slack
- Survey Monkey
- Google Suite
- Microsoft Suite
- Social Media Channels