



Gregory W. Jones

Over 25 years of effective executive leadership, managing multifaceted administrative and operational areas. Determined, energetic leader, creative team builder, exceptional communicator, and college instructor consistently delivering profitable growth through strategic planning, project management and quality improvement.

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EXPERTISE

Management and Leadership • Multi-site and Department Operations • Project Management and Execution
Human Resource Management • Financial Management • Leadership Development and Training
Strategic Planning • Program Development/Performance Outcomes • Customer Service

Director

PRESENT
2001
Victory Christian Fellowship Inc. | New Castle, DE

Exercise creative leadership over staffing, strategic planning, budget management and program development. **Administer, lead, and inspire** 8 areas of service; membership, welcome center, children, youth and young adult services, school, security, and licensing and ordination. **Plan and execute** over 20 annual projects positively impacting over 8,000 people in the community. Recruitment, placement, and supervision of hundreds of volunteers. Provide pastoral care, teaching, and counseling to members.

Managing Director

Christian Outreach Fellowship Inc.

Administration of both corporations. Oversight of multiple properties throughout 3 states. Primary management of accounting, human resources, risk management, facilities, partner services, media and print functions embodying 45 employees. Direct **successful control** over payables of \$3M budget from donations, retail sales, and school tuition during a major sustained revenue loss. Provide administrative support for all weekly activities, 30 plus events annually and 25 volunteer-staffed outreach ministries. Serve as Lead Resident Pastor of Baltimore branch for 3 years concurrent with Managing Director responsibilities.

Executive Director

2001
1998
Southern Home Services, Inc. | Philadelphia, PA

Adroit handling of merger while extending organization's 150-year legacy of community service. **Tangibly grew** financial strength to \$1M surplus utilizing merger, debt reduction, fund-raising, and property sales strategies. Leading change agent of **exhaustive rebuild** of administrative and service operations. Robust **involved oversight** of program enhancements exceeding governmental performance outcomes resulting in the prestigious Joint Commission Accreditation, enabling the agency to offer behavioral health care services.

Steerage of \$9.6M budget comprising 180 individuals serving 2,000 clients in 8 child welfare programs and community-based services. **Direct supervision** of 12 directors responsible for Finance, Service Programs, Fund Development, Human Resources, Facilities, Public Relations, Community Relations, and Technology. Staffed a 15-member board of trustees and served on various national, state, city committees.

Special Assistant to Executive Director

1998
1993
Women's Christian Alliance, Inc. | Philadelphia, PA

Comprehensive restructuring of operations, **swelling revenues** from \$2M to \$5M within 2 years; Creation of 5 **innovative programs**. Instrumental in developing the first city-funded family center and Alliance of Progress Charter School grades, kindergarten through fourth grade. **Assist with** grant writing, staff hires, and training development for administrative and service staff resulting in staffing expansion from 50 to 100 employees. Materially **improved and grew** staff competencies to meet client demand. Support Executive Director with \$5M budget providing family center, child welfare, behavioral health, juvenile prevention, wrap-around, and elementary school services.

EDUCATION

University of Southern California - Los Angeles

Masters, Social Work

Emphasis: Administration, Planning
and Community Organization

Masters, Public Administration

Bachelors, Public Administration

AFFILIATIONS

Board Member, 2012-2015

Family Promise of Northern New Castle County

Member, 2012-2014

School of Social Work Advisory Committee,
Delaware State University

President, Board of Directors, 2001-2009

Women's Christian Alliance Inc.