**Nathan Stelter**

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**PROFESSIONAL EXPERIENCE**

**The Stelter Company,** Des Moines, Iowa

Vice President June 2009 – Present

* Serves on 5-person Board of Directors that makes decisions on key strategic initiatives that impact all of our 100 employees and 1,800 clients nationwide
* Serves as ‘face of the company’ nationally in corporate marketing and on the national speaking circuit, having conducted over 100 presentations during my career
* Leads a 10-person sales team that has grown sales $1.7M in 5 years ($8.4M to $10.1M)
* Manages the sales team by establishing individual sales goals and business plans to attain new customer relationships and retain existing relationships resulting in an 87% client retention rate
* Recruited and on-boarded 8 new sales team members through personally demonstrating sales skills and ongoing coaching to ensure that the team meets their goals
* Promotes a customer culture based on our 12-values throughout the entire company; subsequently being quoted in the 2014 *The Customer Culture Imperative* book (see Honors & Awards)

**The Stelter Company**, Alexandria, Virginia

Regional Field Consultant June 2000 – June 2009

* Personally partnered with over 250 non-profits around enhancing their fundraising efforts through targeted planned giving marketing and donor engagement.
* Doubled sales in Stelter’s Mid-Atlantic region from $900,000 to $1,800,000
* Developed strategic planning initiatives with Stelter’s leadership team
* Responsible for new product development, including innovative direct mail marketing programs, prospect identification systems and other client marketing tools
* Completed David Allen’s “Getting Things Done: The Roadmap Seminar” in New York City

**ING, Financial Institution Division,** Des Moines, IowaInternal Wholesaler/Sales Coordinator August 1998 – June 2000

* Provided sales support to the team’s RVP’s, Account Managers and bank representatives
* Developed and implemented outbound call campaigns
* Successfully built relationships with bank representatives and third party marketers via phone and in person throughout New York, New Jersey, Connecticut, Massachusetts, Louisiana and Texas
* Created ING Financial Institution Division’s ACT! Database and trained division on database management and prospect identification
* Obtained Series 63 insurance and 7 securities licenses
* Completed FUSION Group’s “Presenting for Success” (youngest team member to take part)
* Member of Toastmasters during time at ING
* Completed Steven Covey’s “7 Habits of Highly Successful People” training

**EDUCATION & PROFFESIONAL DEVELOPMENT**

**University of Iowa,** Iowa City, Iowa

*Bachelor of Business Administration – Marketing 1994-1998*

**Northwestern University, Kellogg School of Management,** Evanston, Illinois

*Kellogg Executive Education – Accelerating Sales Performance 2014*

**ORGANIZATIONS & ASSOCIATIONS**

**University of Iowa Alumni Association,** Iowa City, Iowa

*Board Member, Finance Committee Member 2009 - Present*

*Directors Club Honor Circle 2009 - Present*

*Finance Committee Chair 2012 - Present*

**National Capital Gift Planning Council,** Washington, DC

*Board Member, Marketing Committee Member 2006 - 2011*

**Capital Area Iowa Club,** Washington, DC

*Board of Directors 2005 - 2010*

**Constant Resource Connection**, Des Moines, Iowa

*Member 2012 - 2014*

**Partnership for Philanthropic Planning,** Indianapolis, Indiana

*Member 2000 - Present*

**Association for Healthcare Philanthropy,** Alexandria, Virginia

*Member 2000 - Present*

**COMMUNITY INVOLVEMENT**

**Broadlawns Foundation Advocate Circle**

*Mentee 2013 - Present*

**Kiwanis Miracle League**

*Volunteer, 2013-2014 Whiff-It Participant 2012 - Present*

**Orchard Place**

*Donor, Annual Spelling Bee Participant 2012 - Present*

**ChildServe**

*Donor, Bubble Ball Supporter 2008 - Present*

**Greater Des Moines Leadership Institute**

*Community Leadership Program Graduate Class of 2013*

**HONORS & AWARDS**

**Quoted in 2014’s *The Customer Culture Imperative* book by Dr. Linden R. Brown and Chris L. Brown.** Focus of my excerpt was on the importance of hiring for a cultural fit to ensure that new hires are aligned with the company’s vision, values and customer culture.

**The Stelter Company**

*Des Moines Register, Iowa’s Top Workplaces – Small Company 2011*

**The Stelter Company**

*Grater Des Moines Partnership, Small Company - Best Kept Secret 2011*