

# GEORGE STEIN

## YOUTH PROGRAM DIRECTOR

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Address Denver, CO 80220

## PROFESSIONAL SUMMARY

Results-driven Youth Program Director with expertise in program development, operations management, and strategic partnerships. Proven track record in leading diverse teams and securing sustainable funding to enhance youth engagement and program impact. Eager to leverage skills in community engagement and project management to drive growth and success in a new role.

## SKILLS

- Entrepreneurial
- Youth Program Leadership
- Staff Recruitment & Training
- Strategic Partnerships
- Team Leadership
- Event Planning
- Unusual level of Tenacity
- Operations Management
- Community Engagement
- Diversity, Equity, & Inclusion (DEI)
- Fundraising & Sponsorships
- Project Management

## EXPERIENCE

### SENIOR ACCOUNT EXECUTIVE — MERCHANT ADVOCATE

San Diego, CA, August 2017 - Present

- Negotiate and close deals in the area of forensic accounting with several NFL clubs, hospitals, museums and others. Reached across 10+ verticals to secure partners and assist them in reducing costs. Consistently exceed sales targets while fostering long-term partnerships to support business growth.

### PROGRAM OPERATIONS DIRECTOR — PROJECT DENVER

Denver, CO, February 2009 - October 2015

- Developed and executed the strategy for a community initiative providing underserved youth with a transformative camp experience. Oversaw all aspects of program management, strategic partnerships, and leading operations to ensure long-term sustainability and measurable outcomes. Recruited, trained, and led a team of 50 volunteers to ensure high levels of engagement and program success.
- Participant Satisfaction & Engagement: Led initiatives that improved participant satisfaction by 60% and increased engagement and retention, enhancing the overall impact of the program.
- Partnership Expansion: Built and strengthened key community and corporate partnerships.

### CAMP COORDINATOR — WOLF LACROSSE

Denver, Colorado, January 2015 - September 2015

- Planned all logistics, risk management, staffing and camper recruitment for lacrosse camps nationwide
- Camps conducted in various cities featuring Duke All American Jordan Wolf

### FOUNDER/ DIRECTOR — DREAM BIG DAY CAMP

Denver, CO, May 2009 - April 2015

- Founded and led a private day camp program, overseeing all operations, financial planning, and community outreach. Directed the recruitment, training, and management of 90+ staff and volunteers to ensure a high standard of safety and program quality for over 300 campers. Developed strategies to drive enrollment, enhance camper experiences, and ensure sustainable growth.
- Growth & Acquisition: Scaled the camp into a premier community program, achieving over \$1M in revenue within three seasons, leading to its successful acquisition.
- Marketing Strategy: Launched marketing campaigns that increased program visibility and delivered consistent year-over-year enrollment growth.
- Operational Efficiency: Streamlined logistics and budget management processes, ensuring long-term sustainability and program quality.

## EDUCATION

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### BACHELOR OF SCIENCE IN PSYCHOLOGY — TUFTS UNIVERSITY

### HIGH SCHOOL DIPLOMA — Choate Rosemary Hall Wallingford, CT, US

## PROFESSIONAL HIGHLIGHTS

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- **Built and scaled multiple youth programs, including one that surpassed \$1M in revenue within three seasons and was successfully acquired after building it into a premier day camp.**
- **Built and operated two FREE camp programs for children from under resourced communities. Partnered with local government, schools and vendors.**

## WEBSITE, PORTFOLIO AND PROFILES

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[LinkedIn.com/in/George-Stein24](https://www.linkedin.com/in/George-Stein24)

## AFFILIATIONS

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- **Chair**, Tri-State Camping Conference. Led the strategic direction of the largest annual gathering of camp professionals, influencing key decisions and best practices.
- **Chair**, Outward Bound Gala, Directed fundraising efforts for a renowned outdoor education program, focused on experiential learning for youth. Secured sponsorships from Southwest Airlines, NBA and Clear Channel.
- **Guest lecturer**, University of Denver - Daniels School of Business. Provided dynamics and anecdotes pertaining to the area of family business and family succession.

## CERTIFICATIONS

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- Pediatric CPR/1st Aid