

**Nathan Kelly**

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**Summary**

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- Experienced manager of people, budgets and projects
- Committed to customer service
- Leader of resource development and process improvement

**Employment**

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2008 - Present      **The City of Lakewood, Ohio** Lakewood, Ohio  
***Director of Planning and Development***

Oversee and direct the City's Department of Planning and Development, Division of Community Development and Office of Community Relations.

- In consultation with planning staff, make recommendations to the Mayor and City Council on planning matters, initiatives to promote community and economic development.
- Pursue grant funding for city initiatives.
- Lead the coordination and implementation of community and economic development initiatives and programs.
- Establish and maintain relationships with community stakeholders, business groups and related government agencies.
- Supervise and staff many City Boards and Commissions.
- Provide excellent communication to citizens, community organizations and businesses, new and anticipated on department programs and city initiatives.
- Lead business attraction, retention and expansion strategies.

2003-2008      **The Center for Health Affairs (Greater Cleveland Hospital Association)** Cleveland, Ohio  
***Community and Business Development Manager***

Dynamic management position designed to strengthen hospitals' position in their communities, engage the community, and generate revenue to underwrite that mission.

- Pursued funding from governments and grant-making institutions
- Developed successful strategies for establishing partnerships and business relationships to strengthen the institution and market services.
- Established a deep network of contacts among local community groups, advocates and government agencies.

2001-2002      **The Automotive Recyclers Association Services Corporation** Chicago, Illinois  
***Director of Business Development***

ARASC (acquired by ADP and Car-Part.com in 2002) provided a free marketplace for after-market auto parts. Transactions exposed natural pricing data coveted by insurance claims companies.

- Directed a team including external consultants.
- Delivered tradeshow presentations at the ARA and NADA conventions
- Negotiated partnerships with industry leaders

2000-2001 **Inciscent** Falls Church, Virginia  
**New Services Associate**

Inciscent (acquired by Ecutel in 2001) builds software for handheld devices, including early wireless email applications, CRM and network management tools.

- Served as liaison between software development staff and clients
- Created and delivered sales-training for sales and business partners
- Participated in new business development process

1999-2000 **USX Corporation (U.S. Steel)** Washington, DC  
**Legislative Analyst**

Member of a twelve-person government relations staff tasked with monitoring federal affairs for a company with diverse business interests. Primary responsibilities:

- Researched impact of proposed rule changes for a Fortune 50 company
- Monitored news and events
- Interfaced with congressional staff

## **Education**

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2000 **Georgetown University School of Public Policy** Washington, DC  
Focus on Public Finance (degree incomplete)

1999 **DePaul University College of Liberal Arts and Sciences** Chicago, IL  
Bachelor of Arts (BA) in Public Policy

- Student Body President (total enrollment 18,000 students)
- Commencement speaker 1999
- Scholarship awards for leadership and academics

## **Volunteer Activities**

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- Board Member, YMCA Lakewood
- Board Member and Development Chair, The HELP Foundation
- Associate Board Member, Shoes and Clothes for Kids
- Board Member, Cleveland Clinic's Lakewood Hospital (until 2008)
- Cabinet Member, City Club of Cleveland New Leaders (until 2008)