



ROSARIO (ROSE) PAGLIARI

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ROSARIOPAGLIARI2019@U.NORTHWESTERN.EDU

ABOUT ME

I thrive by bringing people together to solve big problems, and I believe that long-term relationships built on trust bring success in almost any endeavor.

I'm seeking a pivot to a leadership position in the non-profit world where I can use my relationship-building skills to drive meaningful change in at-risk communities.

SKILLS

- Building fruitful relationships
- Connecting leaders across complex organizations
- Driving sustainable change
- Creating high-functioning teams

EXPERIENCE

SENIOR DIRECTOR OF BUSINESS DEVELOPMENT MASTECH DIGITAL TECHNOLOGIES, DIGITAL LEARNING SOLUTIONS 1990 TO JULY 2019

I partner with Fortune 500 organizations to create innovative approaches to talent development. Over the course of nearly 30 years, I've built and led teams that have helped organizations like PwC, Mars, YMCA, National Association for Healthcare Quality, The American Hospital Association, and others design and implement learning programs that support change initiatives, improve customer support, and increase revenue.

My role includes end-to-end involvement in the digital learning division, including:

- Generating leads and crafting client proposals
- Recruiting and interviewing contractors to build project teams
- Overseeing work quality and client communication across complex, multi-year, multi-million-dollar projects touching all business functions
- Maintaining long-term relationships with clients and contractors

SAMPLE PROJECT: GLOBAL FOOD MANUFACTURER

Three organizations were merging under one corporate umbrella. I sold, built a development team, and oversaw project quality for a multi-million-dollar project building hundreds of hours of training for thousands of employees across a variety of business functions that minimized business disruption throughout the merger.

SAMPLE PROJECT: WORLDWIDE SAFETY ORGANIZATION

As the organization stepped into massive, system-wide changes, I pitched, sold, and launched development of a digital platform that cut across the entire global firm and impacted all facets of the business. Part of the project included a risk training program for engineers that was projected to generate \$500,000 in revenue.



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ROSARIO (ROSE) PAGLIARI

EDUCATION

Northwestern University

Candidate for M.S. in Communication (expected August 2019)

Northern Illinois University

B.S. in Marketing, 1984

AWARDS

- Mastech Center of Excellence Award for Sales Excellence, 2015 – 2016
- Mastech SPOT Award for Sales Contributions, 2017
- Hudson Above and Beyond Award, 2010
- Hudson Client Loyalty Award, 2010
- Hudson's Award for Sales Excellence, 2005 – 2008, 2011 – 2014
- Customer-Focused Award (awarded by client), 2002
- Outstanding Sales Award (introduced in 1995), 1995 – 2000
- You the Monster Award, 2001
- Rolling Thunder Award (sales activities/success), 2001
- Gold Contribution Award (sales contributions), 2001
- Founders Award, 1997 (one of only three recipients in Company's history)
- #1 Salesperson in Chicago, 1991 – 2001
- #1 Salesperson in the Learning Solutions Group, 1991 – 2001

VOLUNTEER EXPERIENCE

- Association for Talent Development, Chicago Chapter (ATD, Chi), Board Member, Director of Corporate Membership, 2018
- Chicago Society for Performance Improvement (CISPI), Co-Secretary, 2013



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