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Summary

- Executive publishing professional with over 25 years of experience.
- Successfully develops income-generating books and products in line with a scholarly mission.
- Actively assists in managing a sizeable staff and multi-million-dollar budget.
- Provides editorial vision and innovation; negotiates contracts and establishes productive working relationships with agents, authors, vendors, and retailers.
- Effective at positioning titles and digital products, creating strategic publishing plans to compete successfully in a crowded marketplace.
- Builds partnerships with administration, faculty, libraries, and board members to strengthen brand and reputation.

Significant Accomplishments

- **Instituted Business Book Imprint for University of Virginia Press:** Partnered with the famed Darden School of Business to imagine, negotiate, acquire titles, and launch this initiative providing an additional revenue stream.
- **Was Instrumental in Launching Stanford's Digital Humanities Publication Program and Its New Trade Imprint:** Crafted Mellon Foundation proposal resulting in grant of \$1.2 million to launch a program to publish digitally born, interactive scholarship, and acquired the first project for this initiative. Acquired the first title for Redwood Press, Stanford's trade imprint, securing an endorsement from President Bill Clinton for that book.
- **Edited and Managed Publication of Industry-Changing Bestseller:** Fifteen weeks on the *New York Times* Bestseller List, Jim Wallis's *God's Politics: Why the Right Gets It Wrong and the Left Doesn't Get It* refocused the national discussion of the role of religion in politics.

Professional Experience

Assistant Press Director & Editor in Chief - UNIVERSITY OF VIRGINIA PRESS, Charlottesville, VA 2015-Present
Assist director in the management of a staff of 20 and a multi-million-dollar budget. Create and implement a strategic vision to grow the acquisition of 70 new titles annually that capitalize on the strengths and reputation of the university. Personally acquire and oversee publication of 25 new humanities titles per year. Actively contribute to the growth of the press's digital publishing and open access programs. Consult on publicity and marketing campaigns for trade titles. Build relations with university departments, schools, libraries, and institutes to collaborate on publishing projects.

- Created a new imprint with the Darden School of Business at the University of Virginia.
- Instituted seasonal meetings to evaluate sales and success of titles one year after publication.
- Streamlined production procedures to increase timeliness of publication of illustrated books.
- Chaired search committees to hire a new business manager, two key acquisitions editors, and assistants.

Executive Editor for History - STANFORD UNIVERSITY PRESS, Redwood City, CA 2013-2015
Oversaw publication of approximately 25 new titles per year. Acquired, edited, and managed publication of books, e-books, and interactive digital research projects in history, Latin American studies, Jewish studies, and Asian studies. Ensured communication and cooperation between publisher, authors and agents, and strategized publishing plans with sales, marketing, and publicity departments.

- Was instrumental in writing a \$1.2 million Mellon grant to launch digital humanities publishing program.
- Led the creation and launch of a new trade imprint, Redwood Press.
- Negotiated agreement to become publisher for Harvard's WEB Dubois Lecture Series.

Senior Editor for Humanities - YALE UNIVERSITY PRESS, New Haven, CT 2011-2013
Oversaw publication of approximately 25 new titles per year. Acquired, edited, and managed publication of books, e-books, and apps in culture, literature, and history of ideas while demonstrating clear commercial promise.

- Administered the Yale Series of Younger Poets Competition and the Yale Drama Series Competition, successfully transitioning both to online submissions for faster response and more efficient tracking.
- Managed content for *Yale Book of Quotations* app and enhanced e-book for *Notes from the Pianist's Bench*.
- Oversaw the Anchor Yale Bible Series, liaising with authors and editors for landmark reference works,

Senior Editor - HARPERCOLLINS PUBLISHERS, San Francisco, CA **2002-2010**
 Oversaw publication of approximately 15 new titles per year plus backlist for HarperCollins's religious books division. Acquired and edited thoughtful titles with clear commercial promise, ensured communication and cooperation between publisher, authors, and agents, strategized with sales and marketing departments, wrote all sell copy.

- Successfully negotiated contracts for high-profile authors and a PBS series tie-in.
- Collaborated with the Society of Biblical Literature on the revision and publication of Bible reference works.
- Conceived and acquired the HarperCollins *Study Qur'an*, assisted in securing research funding for project editors.
- Edited and managed the publication of *New York Times* best-selling book on evangelical Christians and politics.

Associate Director of Marketing & Publicity - HARPERCOLLINS PUBLISHERS, San Francisco, CA **2000-2002**
 Managed all public relations for the division and assisted with all marketing responsibilities.

- Directed a staff of five publicists and assistants to reach the broadest audience for each title.
- Set and maintained large departmental budget, focusing on effective and efficient publicity for each new title.
- Strategized and managed successful national publicity campaigns.

Publicity Director - HARPERCOLLINS PUBLISHERS, San Francisco, CA **1995-2000**
 Responsible for managing all public relations for the San Francisco division, which specialized in books on religion, self-improvement and wellness, cookbooks, and travel guides; directing a seven-person department; creating and administering a large (\$565,000) departmental budget, including costs for all author tours, press kits, and media mailings.

Publicity Manager - BASIC BOOKS, New York City **1994-1995**
 Developed strategy and executed publicity campaigns for publisher specializing in books on current events, politics, science, and psychology; supervised a four-person department; oversaw departmental budget.

Publicity Manager – COLUMBIA UNIVERSITY PRESS, New York City **1992-1994**
 Developed strategy and executed publicity campaigns for publisher specializing in scholarly books and digital reference works for libraries; supervised a four-person department; oversaw departmental budget.

Education

Columbia University, Doctor of Philosophy
 University of Chicago, Master of Arts
 Wabash College, Bachelor of Arts *cum laude*

Professional Development

- “Accounting & Finance for Publishers,” George Washington University
- Member, Business Systems Committee, Association of University Presses
- “Groundwater” Racial Equity Training, Racial Equity Institute
- “Grammar for Editors,” University of California, Berkeley, Extension
- “Social Media Marketing Boot Camp,” MediaBistro

Miscellany

- Author of award-winning *Dangerous Liaisons: Blacks, Gays, and the Struggle for Equality* (The New Press, 1999)
- Recipient of 1997 research grant from the American Academy of Religion
- Adjunct Professor of Humanities at: City College of New York, Hofstra University, San Francisco State University, Sonoma State University, and the University of California, Berkeley
- Volunteer for Cross-Cultural Solutions (Cape Town, South Africa), working with township children affected by AIDS
- Foreign languages: German, Spanish, French, and Greek