

Octavio Cesar Martinez

5834 Comstock Avenue, Whittier, CA 90601

m: 562.900.3788

e: ocmartinez@me.com

w: OctavioCesarMartinez.com

SKILLS

Public Speaking, Teaching and Training, Storytelling, Writing, Leadership Development, Strategic Planning, Event Planning, Fundraising, Team Building, Coaching, Customer Service, Volunteer and Non-Profit Management.

EXPERIENCE

Author, Speaker, Relationship Development Consultant (2017 – Present)

- Provide consulting to individual leaders in the public, private, non-profit and arts sectors on matters related to personal and professional development.

Executive Director of Development & Outreach – Star of Hope USA (2016)

- Functioned as the senior fundraising manager for Star of Hope [SOH], and was chiefly responsible for bringing in revenue streams to SOH by way of grants, donations, special events, or other ordinary non-profit fundraising activities.
- Developed and implemented strategic plans to raise funds for SOH in cost-effective and time-efficient manner.
- Established appropriate fundraising systems and related collateral, maintained and oversaw potential donor pipeline.
- Developed and maintained the SOH “brand” and public information in the US market; while managing and leading subordinate staff, interns and volunteers.
- Increased donor roles by 53% and revenues by 17%.
- Fulfilled a public affairs role.

Founder & Lead Pastor – Mosaic Whittier (2008 – 2015)

- Directed and managed staff, volunteer network and creative teams to successfully coordinate weekly gatherings, special events and community outreach initiatives.
- Cultivated community from 15 to 250 active participants.
- Developed annual budget from \$0.00 to over \$250,000.00; five paid employees.
- Counseled and advised community members through a broad range of personal events, experiences and transitions.

Corporate Account Executive & Trainer/Sales Analyst – AT&T (1996 – 2009)

- Managed 250 corporate accounts in downtown Los Angeles [approx. \$4.2 million in revenue].
- Successfully grew revenue base of active accounts by 4%, and prospected and grew new business by 3% through development of corporate relationships and delivery of excellent customer service.
- Achieved highest gross gains for the 4th quarter of 2007.

Business Account Manager

- Increased customer base in retail, business and government markets by 11%.
- Advocated for customers to resolve complaints and increased income streams in accounts.

Trainer/Sales Analyst

- Developed three sales training programs implemented throughout Southern California.
- Monitored store performance for 15 stores in territories throughout California.

PUBLICATIONS/PROJECTS

- Author of: *It Was a Beautiful Day When My Father Died*, a book on forgiveness (2020)
- Guest columnist: *Greenleaf Guardian* (2020)
- Co-author of: *HABITS, Six Steps to the Art of Influence*, a book on personal development, with Dr. Marcus Goodloe (2018)
- Editor-in-Chief: SPOT Magazine: Online (2003)
- Host of: *Regeneration*, a public access television program exploring the rational foundations of the Christian faith (1994)

EDUCATION & LANGUAGES

Philosophy, B.A. — Biola University

Spanish — Native Speaker

TRAININGS & SPEAKING ENGAGEMENTS

- Navigating Professional Change, Personal Mastery, Assume the Best of Others:
 - TRIVAGO, Unity Media [Germany] (2018, 2017)
- Leadership and Creative Development Seminars:
 - Hedmarktoppen [Norway], El Vino Nuevo, Verbo [Ecuador] (2018, 2015)
- Character Matrix:
 - Reynolds School of Leadership, Charleston, North Carolina (2018)
- Communication, Leadership, Design Seminars:
 - TRIBUS, [Germany] (2017, 2014, 2010)
- Consulted and created visual presentations for Dr. Marcus Goodloe:
 - Bridging Divides, Talent Is Not Enough, A Compass to Consider, Small Group Training, Facing the Giants (2016)
- Leadership Development Seminars:
 - California Association of Colleges Bookstore, Nuova Vita [Italy], Various [Ireland], Vikasitha [India] (2010—2014)
- Customer Service Seminars:
 - FRG [Tajikistan], CalSan [California] (2011, 2000)
- Public Speaking Seminar:
 - LifeLabs [California] (2009)