

Dr. REGINALD V DUHE

408-859-4582

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EXECUTIVE SUMMARY

Experienced Educator and Consultant to Educational Nonprofit and Academic institutions. Expertise in:

- Experiential learning, Adult pedagogy
- Workshop/seminar design Classroom design
- Culturally Responsive Teaching Modalities Online Learning
- Curriculum Development. Mentoring

PROFESSIONAL EXPERIENCE

Santa Clara University, Santa Clara, CA
Annual Lecturer, Marketing / Communications

2020 – Present

Instructor in Leavey School of Business. Teach undergraduate courses in business communication, which have key components to include. In this hands-on professional development course, students learn business communication skills: business writing, informal and formal presentations, networking, negotiation, and personal brand.

- 2023 Leavey School of Business Faculty Award Winner
- Miller Center for Social Enterprise Scholar

University of California Berkeley, Extension
Adjunct Instructor, Business / Marketing (Online)

2012 – Present

Adjunct Instructor in the Adult Education Business Marketing Program. Developed and proposed courses to be taught; designed curriculum; developed student learning objectives; created marketing program to advertise; created post-survey evaluation(s) to measure the effectiveness of the course, student satisfaction, and learning objectives.

Courses taught:

- Intro to Marketing
- Innovation Management
- Integrated Marketing Communications
- Strategic Branding

Northeastern University, Boston, CA
Adjunct Instructor, Non-Profit Marketing
1/2016 – 6/2020

1/2016 – 6/2020

Adjunct Instructor in the Graduate Non-Profit Management in the Northeastern College of Professional Service. Developed and proposed courses to be taught; designed curriculum; developed student learning objectives; Courses taught:

- Marketing and Promotions of Non-Profit Organizations
- Social Entrepreneurship and Innovation

City College of San Francisco, CA
2017 – 6/2019

Director, Community Development / Outreach / External Relations

Developed and managed college relationships and partnerships; directed branding and messaging campaigns to attract community, corporate, and foundation support.

Notre Dame de Namur University, Belmont CA
Director, Corporate and Foundation Fund Development

2014 - 2016

Responsible for identifying, cultivating, and soliciting resources, support, and partnership agreements from corporations and foundations; chairperson of corporate outreach branding strategy; co-lead of NDNU capital campaign.

- Collaborating with the University Board of Trustees, President, Provost, and staff leadership to identify key programs and priorities for support.
- Designed and developed marketing outreach materials and social media channels
- Identified and developed a strategic relationship with partner organizations.

Foothill-DeAnza Community College District, Los Altos Hills, CA **2012- 2014**
Director, Workforce Development, Business and Education Partnerships

Provide vision, leadership, and administrative oversight for the Foothill College Strategic Business and Education Partnership Department: managed Contract and Community Education program.

- Developed partnerships with industry to increase funding opportunities, internships, and faculty externship opportunities.
- Generated grant and funding proposals

Academy of Art University, San Francisco, CA **2009- 2012**
Director, Industry Partnerships, Career, and Entrepreneurial Services

Provide leadership and management of the Career and Entrepreneurial Development Department.

- Negotiated strategic corporate partnership agreements that maximize employment and internship opportunities for AAU Students
- Designed and launched a new online Career Service Portal Website along with a new digital/social media strategy to allow Students, Faculty, and Industry to interface.

San Francisco 49ers Foundation, Santa Clara CA **2008 – 2009**
Executive Director (1-year contract)

Developed and implemented comprehensive philanthropy, communications, and organizational strategies to establish non-profit 501c3 status for the San Francisco 49ers Foundation, as well as advance the community and philanthropy agendas of the team management to support under-served K-12 communities:

- Negotiated corporate sponsorships and funding proposals/sponsorships.
- Directed all resource and fund development activities, including direct mail campaign for the Foundation.

University of California, Berkeley **2007 – 2008**
Sr. Fund Development Officer, Bay Area/ San Jose/ Silicon Valley

Strategically and systematically developed and managed the University's major gifts and corporate/Foundation pipeline within the San Francisco Bay Area region to increase overall financial support for the University.

- Identified, qualified, and managed a portfolio of approximately 150 major gift prospects with a giving capacity of \$25,000 - \$100,000

INROADS INC, Oakland, CA (Position re-located out of town)
2003 – 2005.

Managing Director

Managed the Northern California Affiliate (6 staff members and two offices) of a national diversity non-profit organization; managed placement of minority high school and college interns at Fortune 500 companies.

- Developed outreach strategies to attract top-talent minority students and match them with corporate employers.
- Engaged the Board of Directors and alumni to increase individual donations.

- Increased corporate customers' accounts and internships by 40% and managed foundation, government, and corporate philanthropic partner programs.

Cisco Systems, San Jose, CA

1998 - 2003

Sr. Business Development Manager

Consulted with national and local non-profit organization C-level executives to increase overall organizational efficiency and capacity.

- Developed strategic revenue-generating plans, best practices, communication messaging, and branding for the worldwide Cisco corporate non-profit partners program.

EDUCATION/ CERTIFICATIONS

- Ed.D, Organizational Leadership, Northeastern University, Boston, MA
- M.A. Management - Organizational Leadership (Non-profit), Gonzaga University, Spokane, WA,
- B.A. Political Science, University of California, Berkeley, CA
- California State Teaching Credential #09022629

AWARDS / ACCOMPLISHMENTS

- 2023-2024 Outstanding Faculty Award, Leavey School of Business, Santa Clara University
- Department Recognition Award "Outstanding Student Mentor"

PUBLICATIONS

Duhé, R. (2023). *You Belong Here: Teachers' Perspective on Incorporating a Culturally Responsive Approach to Increase Engagement for Students of Color in Advance Placement Courses* (Doctoral dissertation, Northeastern University).