

**Robert Adams Sellery, Jr.**

Managing Director

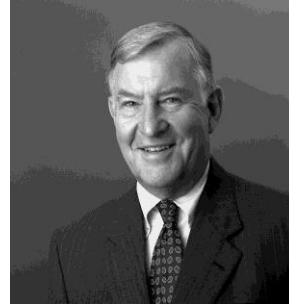
Robert Sellery Associates, LLC.

100 Bermuda Bay Circle, #103

Ponte Vedra Beach, Fl. 32082

Work telephone: 904.834.7129

E-mail: sellery@sellery.com



**Education**

Masters of Business Administration, 60 credits, Rutgers University, 1972.

Required research seminar: "A Marketing Management Approach to Foundation Relations for Fund-Raisers: Models for Marketing Research and Alternative Communication Channels Between Institution and Foundation."

Princeton University, Woodrow Wilson School of Public and International Affairs, graduate study "Leadership, Participation, and Policy Change." Fall 1971.

Research paper: "The Development and Evaluation of University Administrative Leadership."

Bachelor of Arts, history, Princeton University, 1960. Required senior thesis, "Expatriate Writers: Ernest Hemingway, F. Scott Fitzgerald, John Dos Passos, A Critical Study of the First World War and the Post War Decade." Required junior papers: "The Military and Political Significance of the Battle of Antietam Creek, 1862," and "British Policy and Opinion in the Italian Unification, 1800-1860."

**Employment**

Managing Director, Robert Sellery Associates, LLC.. Washington, DC.

2013 - Present, Advisors to the Nonprofit Sector. Provide management and leadership advice to nonprofit organizations and career options to individuals.

1990 - 2013, Executive Search Consultants, served nonprofit sector, looking for presidents, executive directors and senior finance and fund-raising professionals.

Researched and wrote two case studies about leadership in the nonprofit sector, *A Manager for the Present or A Leader for the Future?*, and *A New Leader With Transferable Skills? Or More of the Same?*

Vice President and Manager, Paul Stafford Associates, Ltd., Executive Search Consultants, Washington, DC. 1983 - 1990.

Vice President, Paul Stafford Associates, Ltd., New York, NY. 1976 - 1983.

Consultant, Booz-Allen & Hamilton, Management Consulting and Executive Search, New York, NY. 1972-1976.

Associate Director of Development, Princeton University, Princeton, NJ, 1970 - 1972.

Responsible for finding sources of support for International & Regional Studies Programs. Part of team which secured funding for two endowed chairs.

Assistant to the Dean, School of Engineering and Applied Science, Princeton University, Princeton, NJ. 1966-1970.

Sales Trainee, United States Steel Corporation, New York, NY and Pittsburgh, PA. 1964 - 1966. Included five month classroom and mill visit academic program about the manufacturing and marketing of steel products. Believe this course of study is equivalent to masters in steel marketing.

### **Military Service**

Naval Aviation Officer (Air Intelligence), Commissioned Ensign, USNR, U.S. Naval School of Pre-Flight, Pensacola, FL 1961. Completed 10 month United States Naval Intelligence School, Naval Air Station Anacostia, MD. Believe this course of study is equivalent to masters degree in air intelligence, photographic interpretation and radar target analysis. Invited to continue on active duty, with regular commission and graduate school in engineering science. Completed active duty service as Lieutenant (junior grade) 1964.

### **Community Activities & Leadership**

Member, Board of Directors, Princeton AlumniCorps. Princeton AlumniCorps inspires and builds civic leadership among alumni across generations by engaging them in significant activities that influence and improve our society. 2013- present.

Researcher-in-Residence, The Center for Public Service & Scholarship, Shenandoah University, Winchester, VA. Research included drafting syllabus for learn and serve course. Researched and wrote questionnaire about certificate courses for Greater Winchester Area nonprofit executives. Used generally accepted new product development and marketing research principles for topics in questionnaire. Conducted survey in person with selected Winchester area nonprofit executives. Ninety percent of those surveyed were interested in exploring a nonprofit leadership and management certificate program. January 2010 - 2013

Recording Secretary, WSA (Workers of St. Alban's Episcopal Church), Washington, DC. 2004 - 2014. WSA makes grants to nonprofit organizations in the Greater DC Area.

Interviewer, Princeton Club of Washington Alumni Schools Committee. 2010 - 2012.

Discussion Leader, Wells Fargo Advisors Career Finders Network. Winchester, VA. 2009 and 2010.

Chair, Rector Search Committee, Christ Church, Millwood. 2005-2006.

Vestry Member, Christ Church, Millwood, VA. 2006-2009.

President, Princeton Club of Washington, Washington, DC. 2002 – 2004

Chair, Career Development Committee, Princeton Club of Washington, Washington, DC. 1985 - 2002

Vestry Member, St. Alban's Episcopal Church, Washington, DC. 1996 - 1999.

Member, Financial Resources Committee, St. Alban's Episcopal Church, Washington, DC. 1996-2005.

Chair, Alumni Council Committee on Athletics, Princeton University, Princeton, NJ. 1980-1983

Member of the Executive Committee, Alumni Council, Princeton University, Princeton, NJ. 1980 -1983

Chairman, Princeton Library in New York, New York, NY. 1980-1983

Chair, Class of 1960 25th Reunion, Princeton University. 1980 -1985.

Secretary, Class of 1960, Princeton University. 1970 -1975

### **Professional Associations**

Association of Executive Search Consultants, Member, Regional Council, Washington, DC. 1985 - 1987.

### **Service Organizations**

Clarke County (VA) Rotary Club, Member, Student of the Month Committee. 2012

Sons of the American Revolution, Col. James Wood II Chapter, (Winchester, VA), Member, Poster Contest Committee. 2012. Member, Public Service Award Committee. 2011 -2012.

### **Presentations**

Virginia Association of Non-Profit Homes for the Aging, Development Directors Network, "Character Traits for Development Officers to be CEOs," and "Development Officers Hosting and Interviewing Candidates for Their Respective Development Offices." Shenandoah Valley Westminster-Canterbury, April 2010.

Guest Lecturer, Nonprofit Leadership and Change, PUAD 652, Professor Alan Abramson, College of Humanities and Social Sciences, Department of Public and International Affairs, George Mason University, Arlington, VA Campus. February 2010. Used two Sellery case studies for presentation to class and discussion, *A Manager for the Present or A Leader for the Future?* and *A New Leader With Transferable Skills? Or More of the Same?*

Co-Presenter, "A Global Overview of the Nonprofit Sector," TriState AFP (Association of Fundraising Professionals), September 14, 2010, Winchester, VA

Panelist for American Alumni Council and American College Public Relations Association, which merged in 1974, to create the Council for Advancement and Support of Education (CASE). Various times in 1970s and 1980s. Presentation Examples, "Choosing Your

Professional Partners, Interviews and References," CASE National Assembly. July 15, 1985.  
and "Marketing Management for Non-Profit Organizations," American Alumni Council, District  
II Conference, January 1973.

Guest lecturer about career options in nonprofit sector at the Yale University School of  
Organization Management, and at Harvard University's John F. Kennedy School of Government,  
both in 1980s.

Faculty member, Minority Forum, Council for the Advancement and Support of Education's.  
1980s.

### **Publications**

Sellery, R., "How to Hire an Executive," Business Horizons, Indiana University Graduate School  
of Business, Volume 19, Number 2, April 1976.

Sellery, R., "The Foundation Data Information Summary: How to determine where a field of  
interest stands in a foundation's total grant program," *The Foundation Center Information  
Quarterly*, Volume 1, Number 3, April 1973.

Sellery, R., "No Standard is Needed to Determine Top Nonprofit Executives' Salaries," Inside  
Nonprofit Accountability, Volume 2, Number 1, July 1996.

Sellery, R., "Finding the Key Executive, A Pre-publications paper requested by Booz-Allen &  
Hamilton. 1975.

RAS, Jr.  
June 18, 2014