

**Jennifer Martin, Ph.D.**  
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## **EDUCATION**

- Ph.D., American Literature, University of South Carolina (2019)
- Graduate Certificate, Women's and Gender Studies, University of South Carolina (2018)
- M.A., American Literature, University of Tulsa (2013)
- M.B.A., Project Management and Marketing, Loyola University/Chicago (1992)
- B.A., Journalism, University of Georgia (1986)

## **PROFESSIONAL EXPERIENCE**

### **Founder & CEO**

January 2021 – Present  
Bell & Arch Consulting, LLC  
Sarasota, Florida

- Advise high school students during their college search and application process.

### **Director of Foundations and Donor Relations**

August 2020 – January 2021  
Education Foundation of Sarasota County  
Sarasota, Florida

- Assisted high school students with college admissions.
- Managed 80% of the general operating budget of \$2.1 million including donor advised funds and foundation grants.
- Instituted tracking systems to manage the complete grant cycles.
- Created procedural manuals for managing the development team.
- Focused on donor stewardship and building strong relations between donors and the organization.
- Invited to present a grant writing workshop in collaboration with the Manatee Community Foundation to 136 attendees (January 2021).

### **Director of Grants and Foundation Partnerships**

March 2019 – August 2020  
Southeastern Guide Dogs  
Palmetto, Florida

- Administered a portfolio of 150 grants generating revenue of \$1,821,430 during the last fiscal year (July 1, 2019-June 30, 2020).
- Exceeded budgeted goal for grants by \$421,430 in FY20.
- Increased giving of 22 foundations representing additional revenue of \$497,433 during the last fiscal year.
- Maintained an 84% retention rate in portfolio donors from FY19 to FY20.
- Stewarded giving from 21 new foundations representing \$240,750 during the last fiscal year.
- Supervised three grants team members.
- Proficient in Donor Perfect, Raiser's Edge, Microsoft Office, and virtual meeting software.
- Focused on building strong relationships with individual donors as well as trustees and directors of foundations.

### **Graduate Instructor of Writing and American Literature**

August 2014 – January 2019

University of South Carolina

- Mentored college students on college success skills.
- Advised students on graduate school admissions.
- Coached students on all aspects of interviewing.
- Designed and taught thirteen courses in writing, editing, research, and public speaking over nine semesters.
- Created service-learning courses focused on students learning about nonprofits and performing volunteer work as part of the course requirements.
- Awarded the University of South Carolina Presidential Teaching Fellowship in Social Advocacy and Ethical Life because of my excellence in teaching and communication skills.

### **Adjunct Instructor**

August 2012 - May 2014

University of Arkansas Fort Smith

- Designed and taught college courses in research, writing, and editing. Delivered specialized writing instruction to wide audiences including language learners, non-traditional, veteran, and first-generation college students. Developed syllabi and course materials targeted to specific learning audiences to meet specific learning objectives. Evaluated student performance. Assigned students grades.
- Member of a collaborative research team in American studies resulting in publication of co-authored journal article and peer-reviewed book.
- Served on an administrative committee as Adjunct Representative for Faculty Meetings in the College of Languages and Communication at the University of Arkansas Fort Smith.

## **PROFESSIONAL SERVICE AND TRAINING**

University of California Irvine Certificate for Independent Educational Consultants, 15-month program, February 2022

Independent Educational Consultants Association (IECA) Summer Training Institute, 2021

Certification Course for Major Gift Fundraisers, Major Gift Academy, Veritas Group, 2020

Advanced Grant Proposal Writing, Continuing Education University of Central Florida, 2019

Inclusive Excellence Workshop, The Center for Teaching Excellence and The Office of Diversity and Inclusion, University of South Carolina, 2018

## **PROFESSIONAL MEMBERSHIPS**

Higher Education Consultants Association, Professional Member, College Tour Committee

Independent Educational Consultants Association, Professional Member

National Association for College Admission Counseling

Southern Association for College Admission Counseling

## **COMMUNITY SERVICE**

### **Volunteer College Admissions Advisor**

2022-Present

Ed Mom Scholars

### **Volunteer College Admissions Advisor**

2021-Present

Take Stock in Children, Sarasota and Manatee Counties, FL

### **Volunteer College Admissions Advisor/Mentor**

2020, Education Foundation of Sarasota County, Sarasota, FL

### **Puppy Sitter; Guide and Service Dogs In-Training Foster Home**

2018-2020, Southeastern Guide Dogs, Palmetto, FL

### **Food Pantry Volunteer**

2016-2019, Harvest Hope Food Bank, Columbia, SC

### **Volunteer Tutor**

2014-2015, Communities in the Schools, Columbia, SC

## HONORS AND AWARDS

- 2018 **The Richey Teaching Award** by the University of South Carolina Department of English Language and Literature
- 2018 **The Cile Moise Award for Excellence in Graduate Teaching Assistance** by the University of South Carolina First Year English Department
- 2018 **Michael K. Schoenecke Leadership Institute Fellowship** sponsored by the Southwest Popular/American Culture Association
- 2017 **Harriet Hampton Faucette Award for Graduate Student Research and Development in Women's and Gender Studies**, "Dissertation Research: Archival Work on Doris Betts," University of South Carolina
- 2014 **University of South Carolina Presidential Teaching Fellowship in Social Advocacy and Ethical Life**
- 2013 **Women's and Gender Studies Graduate Essay Award**, "Kitchen Politics in Eudora Welty's *Delta Wedding* and *The Optimist's Daughter*," University of Tulsa

## PUBLICATIONS

### Peer-Reviewed Book

- *Devouring Cultures* co-authored with Cammie M. Sublette. University of Arkansas Press (2016)

### Peer-Reviewed Book Chapters

- "The Monstrosity of Maternal Abandonment in the American South" in *Monstrous Mothers: Troubling Tropes* edited by Abigail L. Palko. Demeter Press (2021)
- "The Gluten Free Cult: A World Without Wheat" in *Food Cults* edited by Kima Cargill. Rowman & Littlefield Press (2016)

### Peer-Reviewed Journal Articles

- "The Quilt Threads Together Sisterhood, Empowerment and Nature in Alice Walker's *The Color Purple* and 'Everyday Use,'" *Journal of Intercultural Disciplines*, 16: 27-44 (2014)
- "Let Them Eat Cake, Caviar, Organic, and Whole Foods: American Elitism, White Trash Dinner Parties, and Diet," co-authored with Cammie M. Sublette, *Studies in Popular Culture* 36.1: 21-44 (2013)

## SELECTED PROFESSIONAL PRESENTATIONS

- 2022 "Creating Your High School Resume," Take Stock in Children Manatee, March 23 & 26.
- 2021 "Grant Writing 101," Manatee Community Foundation, Webinar, January 8.

- 2018 “Service Learning as a Foundation for Civic Engagement,” Association for the Study of Food and Society, Food and Civic Engagement in the Classroom Session, Madison, WI, June 13-16.
- 2018 “The Mommy Twitter Wars: A Digital Humanities Application,” with Duncan A. Buell, Southwest Popular/American Culture Association, Mothers, Motherhood, & Mothering in Popular Culture Session Albuquerque, NM, February 7-10.
- 2016 “The Absent Mother in Welty’s *The Golden Apples*,” South Central Modern Language Association, The Eudora Welty Society Session, Dallas, TX, November 3-5.
- 2015 “The Escape from the Patriarchal Table in Doris Betts’s *The Sharp Teeth of Love*,” American Literature Association National Conference, Food and Metaphor Session Boston, MA, May 21-24.