

Gabriela Grant

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Education

Grant Writing Workshop

Los Angeles Performance Practice

March 2022

Remote

- Grew foundational skills to be able to write a grant for Independent Artists, which are individuals that do not have 501 (c)(3) tax status; skills such as constructing an effective artist statement and clear work samples
- Gained tools to develop a detailed planning and working budget for any medium of creative artists
- Conducted grant research for Independent Artists across over 10 platforms and websites

Artist Development Mentee

Rhapsody James Motivating Excellence: Artist Development Mentorship

June 2021

Los Angeles, CA

- Achieved 40 hours of dance training and in depth Artist Development techniques/projects including 1 alter ego and one mood board
- Partnered with other mentees on phrase material for a larger, final piece of work directed by Rhapsody James

Artful Balance of Business and Dance: Movement and Choreography

Sorah Yang

February 2021

Remote

- Accomplished 24 hours of course material focused on personal branding, business planning, and creative development
- Successfully accomplished 11 projects: 4 individual choreography, 2 business development, 2 collaborative choreography, 2 personal development, and 1 final creative passion project

University of Maryland, College Park

Double Major in Dance and Social Change Through Dance, Cumulative GPA 3.8

August 2016-May 2020

Individualized Studies Program: Social Change Through Dance Major

University of Maryland

November 2018-May 2020

College Park, MD

- Instituted a major that combines Dance Education and Creativity, Challenges Facing Minority Youth Culture, and Leadership and Social Change in order to best study how dance can be used as a transformative tool for economically disadvantaged youth
- Committed 3 hours weekly to designing the major proposal in preparation for Board Approval

Living and Learning Student

Honors Humanities Living and Learning Program

August 2016-May 2018

College Park, MD

- Independently designed Honors Humanities Keystone Project - developed social justice workshops that used dance as the primary tool of expression, in an effort to understand similarities and differences in expressive mechanisms between dance movement and dialogue
- Delivered workshops for this project to 2 local schools, 1 dance studio, 1 non-profit organization, and 2 universities

Professional Experience

Development Coordinator

Women's Voices Now

May 2022-Present

Remote

- Assist Director of Development in cultivating relationships with our individual donors and giving circles
- Help implement fundraising strategies to expand our fundraising such as prospecting corporate sponsors, grant research and application, etc.
- Lead data management and organization of donations in Salesforce

ACTIVATE Delegate

Arts for LA

February 2022-Present

Remote

- Built organizing sentences to be able to mobilize BIPOC around the issue of lack of information and accessibility to resources for Los Angeles based Independent Artists
- Cultivated Story of Self-Us-Now to effectively build public relationships established on vulnerability and trust

Programming and Digital Marketing Coordinator

Progressive Maryland

May 2020-Present

Remote

- Manage all social media platforms (Facebook, Twitter, and Instagram) for umbrella organization page and 3 auxiliary campaign pages
- Design over 30 event flyers and infographics annually using Canva Pro
- Organize and distribute all social media content 5 days per week, averaging 5-7 posts daily in accordance with our weekly newsletter and campaign events
- Plan 1:1 meetings with potential volunteers to proposition them to be communications leaders within 1 of our 7 campaigns
- Assembled Instagram account from the ground up and have grown it to over 1,000 followers with over 100 posts in less than 2 years with less than 10 paid advertisements
- Devised first Social Media Report in 2021 to outline analytics and insights across all of our platforms in an effort to make social media strategy improvements in 2022
- Shifted Twitter and Facebook platforms from randomized posting and engagement to a strategy that is organized, consistent, and best suits what our audiences wants to engage with, increasing engagement on both platforms by 50%
- Introduced and instituted Instagram Live Memo Reading, which provides information, updates, action items and opportunities within the Progressive Movement across Maryland
- Initiated and executed “Highlighting Black Activists” Project for Black History Month in both 2021 and 2022
- Spearheaded “Drug Policy Metrics” Project which was used to educate our users about the need for public health solutions, specifically Overdose Prevention Sites, concerning the growing drug overdose crisis in Maryland
- Facilitated Director of Communications in launching the digital side, more specifically Facebook, Twitter, and Instagram, of our New Era Political Action Committee (NE PAC) which is a fund to support progressive, grassroots candidates running for office in 2021 and 2022
- Assisted Director of Communications in rolling out across all social media platforms our endorsed, inaugural 2021 Electoral Slate of Progressive candidates in partnership with Working Families Party
- Assisted Director of Development in writing 3 grant proposals which granted us over \$5,000 in funding
- Aided Distributed Organizer to pioneer the 2021 Maryland General Assembly (MGA) Legislative Session Tracker in order to determine which bills needed testimony to either gain support or be killed
- Provided technical support for Livestream events via Crowd Cast, Facebook Live, and Zoom
- Executed over 100 calls and texts to supporters requesting various asks such as donations for the organization, registering to vote, signing campaign petitions, etc.

Brand Ambassador and Sales

Corvette Heroes at the Los Angeles Auto Show

November 2021

Los Angeles, CA

- Represented the Corvette Heroes as a model for 7 days, 4-8 hours/day for the The Lost Corvettes Giveaway
- Sold over \$5,000 worth of raffle tickets
- Collaborated with other models to strategize sales techniques to raise over \$1,000 daily
- Pitched The Lost Corvettes documentary to Los Angeles Auto Show attendees and potential raffle ticket buyers

Hip Hop Teacher

Athletic Arts Dance Company

January 2020-May 2021

Crofton, MD

- Taught 1 recreational class, and 2 elementary aged company classes concentrating on foundational hip hop forms such as house and vogue as building blocks for the final routine; Class times were 45 minutes each
- Choreographed and coordinated with studio director on 4 routines for the Spring showcase; 3 group hip hop routines and one duet

Virtual School Aide

Prince George’s County Public Schools

August 2020-December 2020

Remote

- Administered technical support for Zoom, Google Classroom, Google ChromeBook, general wifi issues, uploading and downloading documents
- Guided 2 students in homework assignments for approximately 1-2 hours in elementary and middle school Math, English, Social Studies, and Specialty Classes

Dance Teaching Aide

High Point High School

September 2019-May 2020

Beltsville, MD

- Mentored by Darryl Pilate, High Point High School Dance Director, 10-12 hours per week
- Lead students in daily warm-up sequence
- Created and set 2 pieces of choreography on Dance I and II students
- Designed and executed 2 lesson plans for Dance II and III students: one on Musicality and another on African Movement Forms
- Examined and graded student performance assessments

Second Season Dance Concert Choreographer

University of Maryland Dance Department

September 2019-January 2020

College Park, MD

- Independently directed a 20-minute piece of choreography focusing on the hyper sexualization and objectification of colored female bodies
- Facilitated creative process with undergraduate lighting, set, and costume designers, and stage managers
- Managed rehearsals between 5-6 hours weekly with 6 ensemble dancers
- Operated within a \$250 budget to create promotional materials and purchase costume and prop pieces

Public Relations Chair

Lambda Theta Alpha Latin Sorority, Inc., Upsilon Chapter

May 2019-May 2020

College Park, MD

- Oversaw Instagram, Facebook, and Twitter pages to improve content distribution
- Launched 10+ flyers onto Instagram and Twitter pages utilizing Canva Flyer Maker
- Increased Instagram profile interaction by 50%
- Revamped Facebook page to include events followers can RSVP to and current photos of undergraduate chapter boosting Facebook page interaction by 20%

Ensemble Dancer for Footprints: *Tectonic*

American Dance Festival at Duke University

June 2018 - July 2018

Durham, NC

- Succeeded Abby Zibikowski and the New Utility technique and choreography 14 hours weekly
- Devised 4 movement phrases stemming from Abby Zibikowski's original choreography to be later used in the work
- Performed 2 main stage shows at Reynolds Industries Theatre, Duke University

Field Consultant

Matt Dernoga Campaign for Maryland State Delegate District 21

February 2018-June 2018

College Park, MD

- Exceeded 4-6 hours daily 6 days per week; Canvassed in the 21st District field via phone banking and in person to discuss community concerns with voters, informed them about Matt Dernoga, itemized absentee ballots
- Assisted in managing campaign events on weekends including Matt's Last Event: Get Out the Vote Rally & Fundraising

UMoves Undergraduate Dance Concert Choreographer

University of Maryland Dance Department

February 2018-May 2018

College Park, MD

- Spearheaded a 6 minute piece of choreography focusing on the response following the events of Trayvon Martin
- Mentored under Alexander Springer and Alexandra Burley, former Doug Varone and Dancers company members, on how to manipulate and formalize the work to clearly convey vision
- Collaborated with lighting, set, costume, and prop designers, and stage managers at least 1 time per week
- Conducted rehearsals between 3-4 hours weekly with 1 lead role and 4 supporting cast members

Awards

Creative and Performing Arts Scholar

University of Maryland, College Park

September 2018-May 2021

College Park, MD

- Awarded full in-state tuition to a student for their high academic performance, intelligence, talent, and dedication

Alvin Mayes Leadership Scholarship Recipient

University of Maryland, College Park

May 2018

College Park, MD

- First recipient of this scholarship for exemplifying leadership in the dance department

Honorable Mention for the Lowell Ensel Keystone Prize

University of Maryland, College Park

April 2018

College Park, MD

- Honors one member of Honors Humanities with a \$300 prize whose project takes the form of a creative work of art, music, literature, or film

Skills

- Office Skills: Typing, Answering Phones, Mailing (paper and electronic), Faxing, Filing
- Technological Proficiencies: Hustle, MS Office (Word, PowerPoint, Excel), iMovie, Garage Band, Salesforce, Canva, Call Fire, Hootsuite, Survey Monkey, Planoly, Later, Zoom, Google Classroom, Apple Products, Google Products, Amazon Products, Facebook Advertisements
- Languages: Basic Spanish
- Other: Public Speaking (Large and Small Settings), Work with youth K-12th