

CAROLINE DIDELOT

New York, NY

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SUMMARY

Marketing, strategy, design, and operations leader with 6+ years of experience driving revenue, executive communications, and cross-functional execution across enterprise nonprofits, venture-backed companies, and global brands. Proven ability to translate complex business objectives into clear narratives, manage high-stakes projects in fast-paced environments, and partner with senior leaders to deliver measurable impact.

WORK EXPERIENCE

LINCOLN CENTER FOR THE PERFORMING ARTS, NEW YORK, NY

Strategic Proposals Senior Manager

Oct 2023 – Present

- Lead strategic marketing and proposal development in support of an ~\$8M annual revenue goal, enabling three frontline fundraisers and helping to secure \$6M+ through proposals, recaps, and general marketing materials, including multi-million dollar deals for resident organizations such as Film at Lincoln Center and the New York Philharmonic
- Project-manage 110+ complex deliverables annually (proposals, executive decks, pitch materials), balancing tight timelines, shifting priorities, and senior stakeholder expectations in a matrixed organization
- Translate organizational strategy, programming, and impact data into executive-level narratives for Fortune 500 partners including JPMorganChase, Chanel, Citi, United Airlines, and Capital One
- Act as a strategic thought partner to frontline fundraisers, advising on deal strategy, partner alignment, and ask architecture across opportunities ranging from ~\$50K to \$3M+, including support of the Lincoln Center Campus Fund raising funds for all 10 resident arts organizations (e.g., New York City Ballet, New York Philharmonic, Juilliard, Film at Lincoln Center)
- Build and maintain strong cross-functional relationships across Marketing, Design, Programming, Technology, and Executive leadership, creating shared materials that support both fundraising objectives and organization-wide initiatives
- Develop and execute targeted B2B email marketing campaigns, achieving 43%+ average open rates and 3%+ click-through rates
- Support executive and board-level communications, including committee decks, briefing materials, and leadership presentations

DAVERSA PARTNERS, NEW YORK, NY & MIAMI, FL

Senior Consultant

Aug 2022 – Oct 2023

Consultant

May 2021 - Aug 2022

- Led executive search engagements for Director- to C-suite roles across Finance, Product, Marketing, Operations, Sales, HR, and Technology for VC-backed, PE-backed, and public companies (\$20M–\$30B+ revenue)
- Managed 5–6 concurrent engagements, opening 12–13 projects annually and closing 7–10 searches per year with placements, leading end-to-end execution
- Served as a trusted partner to founders, CEOs, and executive teams, advising on leadership profiles, organizational design, and compensation strategy
- Drove \$1M+ in annual firm revenue through successful placements, including \$300K in individual placements and \$120K in repeat business
- Conducted deep diligence on client business models, growth strategies, and competitive landscapes across consumer, fintech, health tech, SaaS, and emerging technologies (Crypto/Web3)

WEWORK 500 7TH AVE, NEW YORK, NY

Community Associate

Aug 2020 – May 2021

- Managed operations and member experience for a 1,500+ person enterprise workspace, balancing customer satisfaction, operational efficiency, and brand standards
- Partnered with Sales to support tours, pitches, handoffs, and member insights, contributing to retention and new business conversion
- Led end-to-end member onboarding and lifecycle experience, delivering a personalized, turnkey customer journey
- Created and executed a monthly engagement and communications calendar, translating brand initiatives into on-site activations

SKILLS & PROFICIENCIES

Microsoft Suite, Canva, Creative Cloud (Adobe Express, Premiere Pro, Acrobat, light InDesign), Figma, Google Workspace, Clockwork, Salesforce, Monday.com, LinkedIn Recruiter, Medallia

EDUCATION

BALDWIN WALLACE UNIVERSITY, BEREA, OHIO

Bachelor of Music in Music Theatre

Summa cum Laude (Cumulative GPA: 3.907)

EDGE HILL UNIVERSITY, ORMSKIRK, ENGLAND

Study Abroad