

# Marcus Manning

## SUMMARY OF QUALIFICATIONS

- \*Over 17 years of intercollegiate athletics leadership experience
- \*Expertise in business, sports management, strategic planning, fundraising, and budget management
- \*Strong communication, interpersonal, and negotiating skills
- \*Adaptable, team player, and innovative

## EDUCATION

**Southern Illinois University Edwardsville (Edwardsville, IL) August 2001**  
**Master of Science, Kinesiology, emphasis in Sports Management**

Significant course work includes Research Methods in Physical Education, Psychology of Sport, Administrative Theory in Kinesiology, Sport Marketing and Economics of Sport

- \*Extensive research-1999 Division I-A operating athletic budgets (men and women)
  - Minority opportunities in athletic administration, intercollegiate and professional head coaching positions
  - Leadership and satisfaction among high school athletes

**Quincy University (Quincy, IL) July 1997**  
**Bachelor of Science, Business Management**

Extensive Courses in Human Resource Management, Small Business Management, Business Marketing and Project Management

## PROFESSIONAL EXPERIENCE

**Centenary College (Shreveport, LA) August 2018-Present**  
**Director of Athletics and Recreation**

- \*Leads and manages 16 NCAA DIII varsity programs, 26 staff and 250 student-athletes
- \*Serves on the President's Senior Management Team (Cabinet)
- \*Oversees and manages the operating, recruiting, and fundraising budgets
- \*Serves as the Athletic Department liaison to the Intercollegiate Athletic Committee (Faculty Committee)
- \*Serves as the Athletic Department liaison to the Centenary Athletic Club (Booster Club)
- \*Served as the lead administrator for the lacrosse, soccer, softball and Gold Dome capital projects

**BASE Foundation (St. Louis, MO) January 2018-August 2018**  
**Advisor/Consultant**

- \*Assisted in the development of the business plan and strategic plan
- \*Business development
- \*Short-term and long-term goal setting
- \*Pre-meeting consultation (Board, prospective donors, prospective clients)

**Maryville University (St. Louis, MO) July 2011-December 2017**  
**Director of Athletics/Vice President of Athletics and Recreation**

- \*Led and managed 22 NCAA Division II varsity programs, 30 staff and over 400 student-athletes
- \*Served as a member of the President's Senior Management Team (President's Advisory Council)
- \*Added six NCAA varsity sports-Men's Lacrosse, M&W Swimming and Diving, Men's Tennis, Women's Bowling and Wrestling
- \*Started one of the first varsity ESports programs in the Country; founding member of the National Association of Collegiate ESports (NACE)
- \*Oversaw and supervised over 20 competitive Club Sports and recreational programs
- \*Oversaw and managed the operating, recruiting, scholarship, and fundraising budgets
- \*Developed and implemented two, three-year strategic plans (2012-15) and (2015-2018)
- \*Negotiated department-wide apparel and shoe contract with Adidas
- \*Served as Athletics Department liaison to the University Athletic Review Board
- \*Ensured NCAA and GLVC annual reports and Equity in Athletics Survey are completed and accurate

- \*Established Saints Booster Club; served as Athletic Department Liaison
- \*Established the Saints 4 Saints Annual Fund
- \*Served as Athletics Department liaison to Saints Athletic Leadership Council
- \*Oversaw and managed annual Maryville Athletics Golf Classic
- \*Served as a member of the facility team that designed and built a new \$3M, 3,000 sq ft. 24-hour fitness center
- \*Assisted in the design, budget, and build of four major facility upgrades, baseball field, soccer/lacrosse field, weight room, and arena floor
- \*Served as the primary spokesperson for athletic donors, alumni, and all print/electronic/digital media for the Department of Athletics and Recreation

**National Association of Intercollegiate Athletics (Kansas City, MO) July 2008-June 2011**

***Director of Membership and Legislative Services***

- \*Coordinated NAIA membership applications and support to affiliated conferences in their efforts to recruit and retain member institutions
- \*Oversaw and managed legislative and membership services departmental budgets
- \*Assisted in the development of educational and resource materials for member institutions and conferences
- \*Served as the liaison to Appalachian Athletic, American Midwest, Dakota and Frontier conferences
- \*Coordinated staff liaison relationships with affiliated NAIA conferences and independent institutions
- \*Assisted in the development of materials related to rules education and accountability
- \*Served as a liaison to selected committees in the NAIA legislative and governance structure
- \*Processed legislative and eligibility waivers and appeals; prepare case summaries and correspondence with appropriate committees and individuals
- \*Interpreted NAIA rules and policies in response to telephone and electronic inquiries from NAIA member institutions and affiliated conferences
- \*Assisted in the initial planning stages of the NAIA Eligibility Center
- \*Served as the primary legislative spokesperson for the National Office at the Annual Convention and to all print/electronic media

**Washington High School (South Bend, IN) October 2006-July 2008**

***Academic Coach-Football***

- \*Presented NCAA Eligibility Center/NAIA Initial Eligibility workshops
- \*Assisted with NCAA Core Course tracking
- \*Assisted student-athletes with NCAA Eligibility Center registration
- \*Prepared Academic Resumes for Football, Girls and Boys Basketball
- \*Held Life Skills workshops
- \*Organized and participated in community service events
- \*Hosted SAT/ACT prep workshops

**Indiana University South Bend (South Bend, IN) August 2003-July 2008**

***Assistant Athletics Director***

- \*Oversaw and managed athletic budget for athletics, men's and women's basketball
- \*Supervised athletic department payroll
- \*Supervised athletic academic advising program
- \*Athletics Dept. Liaison to the Faculty Athletics Committee
- \*Athletics Dept. Liaison to Financial Aid, Scholarship and Bursar's Office
- \*Evaluated men's and women's basketball coaches
- \*Hired, trained and evaluated athletic department student staff
- \*Managed compliance, ensured NAIA yearly reports and Equity in Athletics Survey were completed and accurate; assured that student-athletes were in compliance with the institutional, CCAC and NAIA regulations
- \*Implemented initial sponsorship program

**University of California, Irvine (Irvine, CA) August 2001-August 2003**

***Director of Club Sports & Special Events***

- \*Directed and served as the sole administrator of a student Club Sport program consisting of 24 clubs and 12 volunteer coaches
- \*Developed, organized, and managed Special Events including "Late Night" and the "Spring Fling"
- \*Secured sponsorships, prepared and presented proposals for "Late Night" and the "Spring Fling"
- \*Developed policies and procedures for the Club Sport and Special Events programs and determine the programs' future direction
- \*Developed and implemented a Risk Management plan and procedures for the Club Sport teams, coaches,

practices, games, tournaments and Special events

\*Developed and managed budgets for the Club Sport program and Special Event program

\*Developed and directed activities with other Universities, local, regional and national sport governing bodies

\*Prepared and presented detailed quarterly and year end reports

\*Implemented the Elite Athlete Program

**Southern Illinois University Edwardsville (Edwardsville, IL) May 2001**

***Intern-Intercollegiate Athletics (2001 NCAA M&W Division II Track Championships)***

**Southern Illinois University Edwardsville**

**August 2000-May 2001**

***Graduate Assistant-Intramural & Club Sport***

## **RELATED EXPERIENCE**

**Rosary High School (Florissant, MO)**

**August 2000-Novemembr 2000**

***Varsity Quarterback Coach/Defensive Back Coach/Offensive Coordinator***

**Champs Sports (Crestwood, MO)**

**October 1997-July 2000**

***Assistant Manager***

**Jennings Sr. High (Jennings, MO)**

**September 1999-November 1999**

***Volunteer, Part-time Quarterback Coach/Assistant to Athletic Director***

## **SPECIAL COMMITTEES/APPOINTMENTS**

\*MOAA Board of Directors (2019-Present)

\*NCAA DIII Convention Planning Committee (2018-Present)

\*SCAC Chair of the Athletic Director's Council (2018-2019)

\*NCAA DII Regulatory Advisory Group (2017)

\*Maryville University Diversity and Inclusion Committee (2016-2017)

\*D2 Athletic Directors Association Board of Directors (2015-2017)

\*D2 Athletic Directors Association Mentor (2015-2017)

\*NACDA Executive Committee (2013-2017)

\*NACDA Hall of Fame Selection Committee (2013-2017)

\*NACDA Learfield Director's Cup Committee (2013-2017)

\*NCAA Pathways Program Selection Committee (2013-2017)

\*Great Lakes Valley Conference M&W Basketball Tournament Committee (2016)

\*NCAA DII Foundation for the Future Task Force (2016)

\*Maryville University Strategic Steering Committee (2013-2015)

\*Maryville University Integrated Marketing Council (2012-2015)

\*NAIA National Administrative Council (2008)

\*NAIA Conduct In Competition Committee (2008)

\*NAIA Conduct and Ethics Committee (2007-2008)

## **COMMUNITY OUTREACH**

\*Bossier Chamber of Commerce-Bossier Youth Leadership Committee (2018-Present)

\*Jennings School District Day Volunteer (2017)

\*Chesterfield Chamber of Commerce Pumpkin Run Volunteer (2014-2016)

\*Chesterfield Chamber of Commerce-Board of Directors (2014-2016)

\*Chesterfield Chamber of Commerce Trivia Night Volunteer (2015)

\*DeLaSalle Education Center Youth Mentor (2010)

\*South Bend Read-to-a-Child Program Volunteer (2005-2007)

\*Adopt-a-Family Christmas Program Coordinator-St. Vincent's DePaul Society (2005)

\*United Way Volunteer of Orange County, CA (2001)

## **HONORS**

\*Shreveport-Bossier Sports Commission Pride Award Winner (2019)

\*Chesterfield Chamber of Commerce Business Person of the Year (2014)

\*NCAA DII/Minority Opportunities Athletic Association Grant Recipient (2012)

## **COMPUTER/SOCIAL MEDIA SKILLS**

PC and Macs, Microsoft Office, Windows, Evernote, Instagram, Twitter, Power BI, Zoom