

Corinne Gray

SOCIAL IMPACT & FUNDING STRATEGIST

📍 Città Sant Angelo, Abruzzo, Italy
(will relocate to London in 2024)

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SUMMARY

Creative and driven social impact professional with nearly two decades of experience in social impact. Passionate about activating networks to fund ideas that address complex social and environmental challenges. Obsessed with exploring how businesses play a role in solving the biggest problems of our planet. Former educator with an affinity for youth and child development. Superior people leadership, interpersonal, analytical, and problem-solving skills used to build transformative programs and initiatives. Eager to build and develop philanthropic programming from the ground up.

AREAS OF EXPERTISE

Social/Humanitarian Innovation • Migrant & Refugee Inclusion • Impact Investing • Venture Capital • Data Analysis • Stakeholder/Relationship Management • Digital Marketing & Communications • Content Strategy • Community Engagement • Facilitation/Presentation • Strategic Partnerships • Non-profit Management

WORK EXPERIENCE

Deputy to the CEO • Unreasonable Group • Remote

2023 — Present

Unreasonable Group is a U.S.-headquartered, international company that supports growth-stage social ventures, channels exclusive deal flow to impact investors, and partners with institutions to repurpose capital to solve global problems.

- Work alongside the CEO, leading on partnerships, fundraising, and strategy.
- Responsible for bringing in new philanthropic partners and lines of business.
- Lead business development and strategy.
- Support the CEO in daily operations, fulfill public speaking engagements on his behalf.

Director, Portfolio & Investment Strategy • Unreasonable Group • Remote

2020 — 2022

Lead the Portfolio & Investment Strategy team to drive funding and support to Unreasonable Ventures working in health, education, job creation, and sustainability.

- Launched and executed a new investment syndicate product for angel investors and family offices to invest directly in Unreasonable ventures. Deployed \$7M in capital to ventures working exclusively in impact.
- Built and cultivated trust-based relationships with a community of funders (VC's, family offices, angels), delivering compelling content, programming, and virtual deal flow experiences.
- Managed portfolio of 300+ mission-driven ventures, providing data analysis and insights to develop new ways to support and scale their impact. Provide thematic insights in social impact and design programming for portfolio companies.
- Led on data collection and analysis, and reporting of collective impact of the portfolio.

Social Impact Consultant • Remote

2019 — Present

Design and lead client projects focused on diversity & inclusion, social innovation, and community engagement. Clients include:

Caribbean Development Bank • Remote • 03.2020 – 08.2020

Served as lead consultant on the Cultural and Creative Industries Innovation Fund. Researched and analyzed the creative industries and their viability to boost emerging economies.

Mercy Corps • Uganda • 2019 – 2020

As Refugee Innovation Consultant, met with refugee communities, NGO, and business stakeholders in Uganda to develop a business development strategy for 3 Innovation Centers to boost refugee livelihoods.

Co-founder & CEO • Uncomfortable Revolution • Remote

2018 — 2021

Uncomfortable Revolution is a magazine and online retail platform for the disability and chronic illness communities.

Built a content and e-commerce startup from the ground up. Led strategies for content, product, community engagement, marketing, budgeting, operations, and business development. Identified and executed on strategic corporate partnerships.

- Boot-strapped the startup to generate \$0.5 million in annual revenue through organic and paid advertising.

Innovation Officer • United Nations High Commissioner for Refugees • Geneva, Switzerland**2014 — 2017**

UNHCR is the UN agency mandated to aid, protect, and assist refugees and forcibly displaced communities.

Led strategies to engage staff and refugees in open innovation to increase refugee economic inclusion. Researched and identified needs/opportunities for innovation within refugee communities, building partnerships to develop programming. Served as interim deputy lead for the Innovation Unit, managing 10 staff.

- Managed portfolio of innovations (Energy, Education, Shelter, Connectivity, Livelihoods) in refugee communities and identified projects for grant support.
- Spearheaded new partnerships and initiatives with MIT and IKEA Foundation.
- Launched and executed UNHCR's corporate innovation program. Led the build of the Agency's internal idea management platform, increasing employee engagement through competitive innovation challenges.
- Managed relationships with philanthropic partners and led on impact reporting.

ADDITIONAL EXPERIENCE

Associate Director, Marketing & Communications • Devex • Barcelona, Spain**2012 — 2014**

Devex is a social enterprise and media platform for the global development community.

Led a team to execute on marketing strategy, content strategy, special campaigns, and events. Served as lead digital strategist for projects with philanthropic partners including PSI Foundation, UN Foundation, and the European Commission.

Communications Director • Paradigm Shift • Johannesburg, South Africa**2011 — 2012**

Paradigm Shift is a nonprofit providing business training and micro-credit to refugee and migrant entrepreneurs.

Traveled throughout townships in Johannesburg and Cape Town to document refugee and migrant entrepreneur models and collect qualitative and quantitative data to measure program impact. Developed funding proposals for local businesses to support refugee and migrant entrepreneurs. Led impact reporting for funders.

Marketing Specialist • Social Enterprise Alliance • Washington, DC**2010 — 2011**

Social Enterprise Alliance is a membership network for social enterprises in the U.S. and Canada.

Hired to boost membership sales among social enterprises in the U.S. and Canada, as well as lead membership experience and engagement for a community of nonprofits. Produced impact reports for partners and donors. Led marketing strategy.

Program Manager • Trinidad Theatre Workshop • Port of Spain, Trinidad & Tobago**2007 — 2008**

Trinidad Theatre Workshop is a non-profit committed to the arts in Trinidad & Tobago.

Hired to lead the Workshop's School of the Arts, developing community arts programming for children, teens, and adults. Developed proposals and secured government funding for community programs.

EDUCATION, AFFILIATIONS & SKILLS

Education**Master of Business Administration (Innovation & Global Leadership Fellowship)**

Massachusetts Institute of Technology • Boston, MA • 2018

Master of Arts Management (Fulbright Fellowship)

Carnegie Mellon University • Pittsburgh, PA • 2010

Bachelor of Arts, Music

University of the West Indies • St. Augustine, Trinidad and Tobago • 2005

Training**Venture Capital Fellow**

Material Change Institute • Remote • 2021-2022

Certificate, Sustainability Studies

Massachusetts Institute of Technology • Boston, MA • 2018

Professional Certificate, Impact Investing and Social Enterprise Management

Middlebury Institute of International Studies • Monterey, CA • 2017

Affiliations

Board Member • Imagine Her • Uganda • 2019 – 2021

Board Member • Youth Social Advocacy Team • Uganda • 2019 – Present

Real Time Academy Member: Global Issues • Shorty Awards • 2016 – Present

Language Skills

English (fluent) • **French** (basic proficiency) • **Spanish** (basic proficiency)