



Tena Yatroussis

ESC Consultant Since: 2018

Education:

BA, California State University, Northridge
Professional Certificate, Fundraising & Institutional
Development, UCLA Extension

Professional Certificate, Advanced Social Media
Marketing and Digital Analytics, Santa Monica
College

Professional Certificate, Grantsmanship, The
Grantsmanship Center

AREAS OF EXPERTISE: Nonprofit management, fundraising, development, advancement, communications, marketing, film and video production, writing, directing, producing

PRIVATE SECTOR EXPERIENCE: Tena began her career in film and television as one of an 18-member cohort selected from 1,800 applicants for the Directors Guild of America (DGA) Assistant Directors Training Program. This program prepared Tena to direct the daily set operations of film production companies for television and feature films. During her career she received two Emmy Awards for her work. Clients included Warner Brothers, Touchstone, ABC, Viacom/CBS TV, NBC, Universal, Paramount and 20th Century Fox.

NONPROFIT PROFESSIONAL EXPERIENCE: As a development executive, Tena successfully met and exceeded fundraising goals for Los Angeles independent schools, at Saint John's Health Center Foundation, and at the John Wayne Cancer Institute, in areas including annual giving, major gifts and planned giving.

NONPROFIT VOLUNTEER EXPERIENCE: Tena currently serves on the board of the Los Angeles Council of Charitable Gift Planners, where she previously served as President. She also serves on the board of the Cornerstone Theater Company. She served on DGA governing councils and committees for 11 years, participating in contract proposal development, the Guild's New Technology Survey and numerous other committees.

EXAMPLES OF ESC CLIENTS: The Walker Johnson Nasia Legacy Foundation

INTERESTS: Tena enjoys all aspects of creative expression from writing to growing tomatoes